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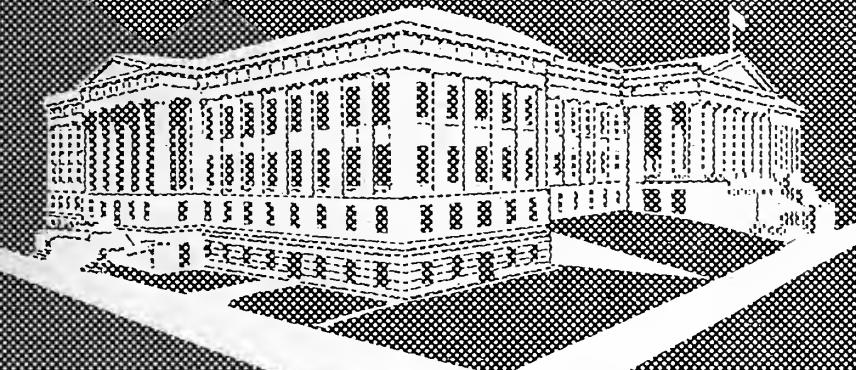


*How to  
obtain a Patent  
and what to  
invent*

JOHN LOUIS WATERS & CO.  
PATENT ATTORNEYS

WARDER BUILDING WASHINGTON, D.C.





*How to  
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John Logg Mather & Co.  
PATENT ATTORNEYS

WILMINGTON - WASHINGTON D.C.

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DAVID PELTON MOORE



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No. 1

## DAVID PELTON MOORE

A Sketch by R. C. M. Hastings

*President, The International Telephone Co., of Columbus, Ohio.*

**D**AVID PELTON MOORE was born in Washington, November 5, 1877. His earlier studies were begun in the Washington Public Schools, where he displayed a marked leaning toward mathematics and mechanics.

Graduating from the graded schools he was admitted to and studied technical work at the Central High School.

Having completed his preliminary education, he longed for an opportunity to delve further into the study of mechanics, electricity, and chemistry, and decided to take up, in conjunction therewith, the study of law and more particularly patent law.

He thereupon entered The Columbian University at Washington, from which he graduated in 1897 as Bachelor of Laws and in 1899 as Master of Patent Laws.

On consulting his instructors and friends in the legal profession, and after deliberate self-counsel, he decided to at once take up active practice before the U. S. Patent Office. Accordingly, in 1899, upon being found to fulfill in every way the necessary requirements of the Patent Office and upon being highly recommended by the late Walter S. Cox, Justice of the Supreme Court of the District of Columbia, and others, he was duly registered as a patent attorney.

From 1899 to 1910 Mr. Moore was actively engaged in caring for an extensive practice secured as a result of his exceptional ability in the preparation and prosecution of applications for patent. Many of the cases entrusted to him were of a complicated and delicate nature requiring the most expert skill and knowledge of the intricacies of patent procedure.

On two occasions he was obliged to go abroad in the interests of his clients, and while there became thoroughly familiar with conditions relating to patent procedure in the various foreign countries, and the exploiting of companies for the promotion of foreign patents.

From 1911 to 1915 Mr. Moore was associated with one of the largest and oldest firms of patent attorneys in the country and was entrusted with the handling of many of their most difficult and important cases.

Early in January, 1915, he became a member of and assumed the active management of the patent firm of John Louis Waters & Company in order to further assist them in their worthy effort to render to inventors the most valuable and efficient service possible in the preparation and prosecution of their applications for patent.

It is doubtful if a better man could be found to direct and superintend the technical and professional work of any patent-law firm, and those inventors who are fortunate enough to place their patent matters in the hands of John Louis Waters & Company are assured of more than ordinary service, as every case, large or small, whether the inventor be the president of a large manufacturing concern or the humblest, honest shop worker, at some stage in its progress receives the personal attention of David Pelton Moore.

## INTRODUCTION

**I**NVENTION is the axis around which the business, progress, and civilization of the world revolves.

It is the purpose of this book to convey to inventors and to the public at large a valuable collection of facts and information on the subject of invention, to the end that interest in invention may be further stimulated, and its inestimable value to the world at large more fully realized.

Incidentally, we aim to acquaint inventors and patentees with the great work we are doing and the valuable service we are in position to render them in the proper handling of their patent causes, both before the U. S. Patent Office and the courts.

Unfortunately, few inventors have awakened, until too late, to a true realization of the value of a *good* patent and the importance of placing all patent matters in the hands of a *good* attorney who is thoroughly competent and capable of handling all of the technical and professional details in connection therewith.

It is, and always has been, our aim to render the highest grade of service to a few rather than inferior service to a multitude, and there is perhaps no firm of patent attorneys better able to promptly and properly prosecute all manner of patent causes than ourselves, as is evidenced by the success we have met with in prosecuting cases on which other attorneys have failed completely.

In order to efficiently master the intricacies of the practice of patent procedure, one's entire time and education must be devoted to its study; the intricacies must be a second nature with him, to be subsequently supplemented by the study of law. Mr. Moore and his associates fulfill these requirements to the letter. Our entire corps of assistants, both in and out of our office (including experts in patent law, mechanics, electricity, chemistry, etc., draftsmen, designers, and searchers or examiners) has been selected with great care and with the sole purpose of procuring the best talent obtainable.

### Our Offices

We are located in the city of Washington, D. C., where the entire patent business of the United States and the working of the Federal Government are transacted, therefore we are in a position to give more prompt and effective service than attorneys located remote from Washington. A number of the members and assistants of our firm enjoy a large personal acquaintance with the official staff of examiners of the United

States Patent Office. The possible worth and advantage of this to our clients cannot be estimated too highly, as personal arguments and interviews with the examiners, which often forms a part of our daily routine procedure in patent prosecutions, sometimes enables us to produce results that might never be attained by any amount of correspondence (which is the usual and necessary course pursued by out-of-town practitioners), so that it takes us much less time than is required by attorneys outside of Washington to effect results for our clients. Our offices are directly opposite the United States Patent Office, so that we are enabled to get in direct touch with the various divisions at a moment's notice, thereby expediting the causes which have been entrusted in our care by our clients, thus enabling us to subserve with promptness and zeal their great work. Our reputation and the good will of our clients are the most valuable assets we have, so we make every endeavor with earnestness to render punctual and efficient service.

### **Delays in Patent Matters Often Dangerous**

If you have already invented a device, process, or formula we consider it our duty to impress upon you the probable danger incident to any delay, no matter of how short duration, in the preparation and filing of your application for patent in the United States Patent Office. Many valuable inventions and their probable proceeds have been lost to their inventors by a delay in the filing of their applications, as such delays have permitted unscrupulous persons, who have gained a knowledge of such inventions, to procure patents and reap the benefits from inventions which do not belong to them. This delay has also permitted inventors who conceived their inventions after the conception by the original inventors to procure patents and thus probably defeat the issuance of patents to the original inventors. Do not delay the filing of your application, but lay your case before us at once.

### **Importance of Properly Protecting Your Invention**

A further aim of this book is to impress upon you the importance of properly protecting your invention; that is, your patent should issue upon claims which will protect your invention and not upon claims which will permit a slight change in the invention to evade the patent. An invention which is properly protected will permit you to sue and procure damages from any person who manufactures your invention or device substantially the same. The Supreme Court of the United States (case Topliff vs. Topliff, 1892), in an opinion by Mr.

Justice Brown, makes this statement: "The specification and claim of a patent, particularly if the invention be at all complicated, constitute one of the most difficult legal instruments to draw with accuracy, and in view of the fact that valuable inventions are often placed in the hands of inexperienced persons to prepare such specifications and claims, it is no matter of surprise that the latter frequently fail to describe with requisite certainty the exact invention of the patentee, and err either in claiming that which the patentee had not in fact invented or in omitting some element which was a valuable or essential part of his actual invention." **This comment from the highest tribunal in the United States should preclude inventors from placing or entrusting their business in the hands of inexperienced attorneys.** The inventor should make **QUALITY**, not quantity or price, his first consideration in the selection of an attorney.

### Our Relation to the Inventor

The relation we bear to inventors is in many ways similar to that of a doctor to his patient.

As patent attorneys, it is our duty to give our best counsel and advice to inventors on any subjects pertaining to the preparation and prosecution of applications for patents, trade-marks, copyrights, etc., before the Patent Office and the courts, likewise to advise them on matters pertaining to their rights as employer or employee, assignee or assignor, and all technical and professional details connected with their respective cases.

Throughout this book we have reproduced with just pride a few of the many letters received by us from **ACTUAL CLIENTS** of our firm who have entrusted their patent causes and their money to us and whose letters clearly indicate the high opinion they have of us and of the service we have rendered them.

Should you so desire we will gladly send you the name and address of one or more of our clients in or near your locality with whom you may confer direct as to our ability and reliability.

We also suggest that you inquire of your Senator or Representative in Congress as to our firm.

Upon the good will and success of our clients depends our continued success and we earnestly solicit any patent business you may have at this or some future date with the assurance that your interests will be our interests and our one desire will be to serve you promptly, faithfully, and to your entire satisfaction.

**John Louis Waters & Company,**

Patent Attorneys

Warder Bldg., Washington, D.C.

# *Confidence*

EVERY great success in every line is based upon confidence. No concern can long exist which has not won and, through rendering satisfactory service, held the confidence of those doing business with it.

No patent attorney can hope to reach the pinnacle of success until he has first gained the confidence of his clients by faithfully serving and guarding their interests as though they were his very own.

No inventor can hope to secure the best results in any patent case unless he has confidence in his invention and the utmost confidence in the attorney whom he selects to fight his battles and win his case.

We are proud to say that the steady and substantial growth of our practice in prosecuting cases before the United States Patent Office is in a large measure due to the confidence reposed in us by those inventors who having once entrusted their cases into our hands are still doing so and advising others to do likewise.

To serve you well and to the best of our ability is our aim, to the end that we may earn the reward we seek—Your Confidence.

## PART ONE

### Patent Profits and Possibilities

**N**ECESSITY is the Mother of Invention," and it is the constant *need* of and *demand* for new inventions, and improvements upon old ones, which causes invention to be recognized as one of the most profitable lines of endeavor today.

That the demand really exists is indicated by the fact that approximately five hundred patents are issued each week by the United States Patent Office, and the records show that a large percentage of these patents, or interests therein, are assigned or sold to manufacturers, investors, and others.

#### What Others Have Done

No other nation can boast of the genius that adorns the pages of American inventive history and to which this country owes, more than to any other element, its rank as a manufacturing and commercial nation. Many of the men who endowed this country with their genius were mechanics and other persons obliged to work for day's wages, and in not a few instances the ideas evolved from their brains resulted in the reward of enormous fortunes.

Jenne and C. L. Sholes are largely responsible for the development of the modern writing machines. Sholes, though originally a mechanic, died rich.

Mergenthaler, who at one time was an expert mechanic, received millions from the Linotype Typesetting Machine which he invented and which is now used all over the world. It still produces enormous profits annually.

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In presenting the following suggestions to inventors, we make no pretense whatever, nor would we wish inventors to understand that no patents have been granted in the classes named. What is particularly wanted are devices which in themselves possess superior merits to those in common use.

1. An automatic self-inking proof roller.
2. Devices for conveniently keeping record of telephone messages sent.
3. White indelible ink, for marking black clothing, would find a ready sale.
4. A practical self-inking typewriting machine, dispensing with carbon ribbons.
5. A blotting substance of increased absorbent nature which is better than blotting paper.

L. C. Crowell, who invented valuable improvements in printing machinery, was at one time a wage-earner. Had it not been for his paper folding machinery the present enormous editions of bulky newspapers might not have been possible.

George D. Burton sold an interest in his process of electrically welding metals under water for the sum of \$100,000. He, too, started out as a mechanic.

Another who has become rich from Patent Royalties is Alex. P. Morrow, a former mechanic who invented the coaster brake for bicycles which now bears his name.

F. A. Flannigan had a little jewelry shop in Washington, but at length he developed a method of cleaning oil wells by dropping an electric stove down into them. Formerly when wells became choked with paraffin they were cleaned by exploding nitro-glycerin cartridges, a costly method and risky. The electric-stove process is cheap and can do no damage. It made the inventor a very rich man.

Robert Bruce, inventor of type-casting machines, was born in New York. Previous to his invention the casting of type was a hand process, by which fifteen pieces per minute could be produced. After several trials he devised an improved machine which produced one hundred and forty pieces per minute. This machine is now in use by all of the founders, the sale of patents having brought the inventor a handsome fortune.

George M. Pullman, inventor and manufacturer of sleeping cars, was born in Brockton, N. Y., in 1831. He had a common-school education and worked in a country store. The first sleeping car, The Pioneer, was built in 1864. The Pullman Palace Car Company was organized in 1867. A few years later Mr. Pullman founded the town of Pullman, at a cost of \$8,000,000, as a center for his manufacturing interests. He was worth in the neighborhood of \$40,000,000, employing 15,000 people, and had a yearly pay roll of \$7,500,000.

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6. A substitute for tar or metal as a roofing material. Cheap, durable, and waterproof.
7. A new and perfect artificial fuel, compounded from natural products, and cheaper than coal.
8. A device for quickly and effectively cleaning hair brushes. Also toilet articles of general use.
9. New systems of house heating and ventilation are in demand. No perfect system is yet in use.
10. A practical automatic cut-off safety gas cock, whereby the flow of gas is permitted only when lighted.
11. A process and apparatus for drawing electrical energy from the atmosphere and storing it for use.

George Westinghouse, inventor of the air brake, was born at Central Bridge, N. Y., in 1864. His air brake was patented in 1879. By 1886 Mr. Westinghouse had taken out patents that extended from the front of the engine to the end of the rear car. He is now interested in and president of seventeen companies that manufacture his inventions, doing a \$20,000,000-a-year business.

The career of Fulton, in connection with steam navigation, is well known. It is scarcely necessary to speak of Benjamin Franklin, who first unraveled some of the mysteries of electricity; of Elias Howe, who invented the sewing machine; of Cyrus H. McCormick, inventor of the harvesting machine; of Charles Goodyear, discoverer of the rubber combination; or Samuel F. B. Morse, who invented the telegraph. The names of Eli Whitney, inventor of the cotton gin; Thomas Blanchard, who patented the tack machine, and John Ericsson, who designed the screw propeller for vessels and invented the iron-clad monitor, are familiar to all.

While many of the foregoing inventors produced machines of a more or less complicated nature, it must be borne in mind that money can be made more easily out of simple patented inventions. Great discoveries, like the typewriter, typesetting machine, air brake, etc., take so many years, and cost so much to perfect, that the incomes from same are small compared with the incomes from the aggregate field of simpler devices.

The idea of tapering a candle at the end to make it stick firmly in its socket was patented by the inventor, who later founded the largest candle factory in the world. This is a good illustration of what a simple idea may be worth, if properly protected. The gradual development of the umbrella has produced enormous wealth for more than one inventor. Samuel Fox alone, who first conceived the idea of grooving the ribs of

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12. Means for braking cars and other vehicles which will be quick-acting, and will not "flat" the wheels.

13. A practical device for regulating incandescent electric lights which can be turned partly off or on like gas.

14. Type-setting and casting machinery on the plan of the "linotype," but more simple and easier in operation.

15. Improved electrical conductor, lessening resistance to the current and loss thereby by leakage and radiation.

16. A noiseless typewriting machine is greatly needed. All workers in modern offices will appreciate this invention.

17. Fashionable confectioners want a box which cannot be repacked with confections of an inferior grade without discovery.

an umbrella, and who designed the "Patent Paragon Frame," left a princely estate of \$895,000.

An invention is almost sure to be profitable if it is simple and useful.

The Frenchman who invented the ball and socket fastener for gloves became rich as a result. The double ball clasp for pocket books and bags is another wonderfully successful, yet simple, invention. The man who conceived the idea of putting small pieces of cork on the nose pieces of eyeglasses now receives a royalty on every pair sold on which his improvement is used. One of the most profitable small inventions is the crimped tin cap for beer bottles—it is cheaper than cork and universally used. The patents covering the machinery for attaching the cap are also big money producers. The idea of making a lemon squeezer of glass was worth just \$50,000, as the action of the lemon juice on the metal formerly used created a poison. A Washington, D. C., baker by the name of Corby is reported to be making \$100 per day in royalties from patents on bread-making machinery which he invented for use in his own business. The inventor of the tin can which can be opened by striking the top a smart blow secured an initial order for 500,000 from Armour, the packer, and is today independently wealthy. Two hundred thousand dollars is the amount said to have been earned by the automatic inkstand. The idea of applying shoe buttons with a metal fastener has been worth a big fortune. The wooden shoe peg produced \$500,000. The inverted glass bell placed over gas jets to protect ceilings was another gold producer. Barbed wire fences have earned great sums—likewise an ice-shaving device. Millions have been made by the proprietors of the "hump" on a hook to hold it fast in the eye. Dennison made a fortune on his idea of reinforcing the tying hole of a shipping tag with a small circle of pasteboard. Big money has been made on the little brass paper clip, patented a

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18. A tough transparent substitute for glass, which will not crack under a high degree of heat, and will withstand a great strain.
19. A perfect fire-proofing compound, which will not injure the materials to which it is applied, and which is safe and inexpensive.
20. An improvement in doors similar but superior to the "revolving door," which has been a financial success, but has some objections.
21. Improvements in key action, carriage movement, ribbon and other parts of writing machines, to cheapen the cost and enhance speed and accuracy.
22. A simple cork extractor which will not break up the cork and cause portions of the latter to fall into the bottle will satisfy a general demand.
23. A simple and effective coffee mill for domestic use, provided with

few years ago. Simple devices having to do with women's wearing apparel have been among the most profitable patents. For instance, the rubber dress shield and the idea of using feather quills in place of the old-time whalebone in corsets. The suspender garter for women was sold outright for \$50,000.

Thirty thousand dollars was produced by an improvement in straw cutters. For several years a spring for lamp chimneys yielded over \$50,000 annually. An invention in printing inks sold for \$60,000. In fifteen months a grain cleaning machine produced \$60,000 in net profit. Spaulding is said to have received \$100,000 for his sawtooth. The cylinder savings bank so widely used paid its inventor \$2,000 a day for several months. A Washington woman is reported as receiving \$600 a month from her improved baby bib. The sad-iron, invented by Mrs. Potts, netted over \$500,000.

The man who invented a plan for writing signatures, dates, footnotes, etc., on films when the picture is taken, through a small slot in the camera, sold his idea to the Eastman Company for \$300,000. It will probably net them millions.

Among the larger inventions, \$900,000 was produced by the binder horseshoe machinery; Wright Brothers sold their U. S. aeroplane patents for \$1,000,000. Masuary's tin can produced \$100,000; the three big phonograph companies put out over \$12,000,000 worth of records a year; eighty-five thousand dollars was earned on Waterman's crinoline wire; over \$240,000 on Sturtevant's shoe peg veneer; and Miller's car coupling and other patents have made small fortunes.

Col. Green's drive well paid him nearly \$300,000 in royalties.

One hundred thousand dollars is the annual yield of the spring window shade.

The sewing machine needle, invented by Elias Howe, netted over \$50,000 a year.

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means for regulating the degree of fineness to which the coffee is ground.

24. Improved machinery and apparatus for curing, stripping, and packing tobacco. The present methods require much space and great loss of time.

25. Special machinery for shoe-lasting, book-binding, metal-working, and other purposes. Improvements upon machinery in general use are often very valuable.

26. A safety envelope that cannot be opened without detection is greatly desired. There are some inventions in this line, but there is still room for improvement.

27. An invention for holding up a lady's skirt when walking in the street would be highly appreciated by the ladies, especially if they are encumbered with bundles.

The harvesting machine, invented by Cyrus McCormick, paid him over a million. Goodyear's rubber vulcanizing process made a large fortune in royalties. Forty dollars which Isaac Singer borrowed to help protect his first sewing machine resulted in a huge business—one factory alone is said to turn out over 10,000 machines a week. One year his net income exceeded \$3,000,000. He died leaving an estate of \$13,000,000.

The Dunlap Pneumatic Tire Company started on a capital of \$112,500. In two years it was sold for \$15,000,000 cash. It was later sold to another company for \$25,000,000. This is an illustration of the immense fortunes in well-handled patents.

Thirty million dollars in profits was made by the Westinghouse air brake and \$36,000,000 in dividends has been paid by the Bell Telephone. It is claimed there are nearly 200 patents paying more than \$1,000,000 each annually and nearly 1,000 more paying half that sum each year. There are thousands paying more than \$100,000 annually. According to an estimate by the Commissioner of Patents, it appears that from three-fourths to seven-eighths of the total manufacturing capital of the country of over \$6,000,000,000 is based upon patents. The annual incomes of American patentees is greater than the value of the products of all the gold, silver, and diamond mines in the world.

The development of the locomotive, steam boat, and trolley car has made many millionaires, and improvements in these and other devices are constantly in demand.

A permanent demand exists for practical safety appliances of all kinds which will lessen the tremendous loss of life through accident or carelessness. Many of the safety devices now in use on elevators, trains, trolleys, steamers, and elsewhere are big money makers.

Enormous sums are made annually in modern improved farm

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28. A more sensitive and accurate diaphragm for telephones, phonographs, and similar instruments, whereby the sounds produced will be clearer, louder, and more natural.

29. Journals for car and other axles have been much improved, but "hot boxes" are still of frequent occurrence. Improved metals for anti-friction bearing can be patented.

30. A preserving compound for wooden piles is desired on the Pacific Coast that will make piles immune from the attacks of teredos and other forms of destructive marine life.

31. A washboard with soaping apparatus or means embodied therein, and so arranged that the soap would be applied by the action of rubbing, would be a profitable invention.

implements and machinery of various kinds. The International Harvester Company, which controls many of the most important patents in this line, has made millions of dollars therefrom.

The inventor of the cream separator probably never dreamed of the large fortunes that would be made on his original idea and improvements thereon. Today the manufacture of cream separators is a profitable and flourishing industry.

Many of the popular toys and games so widely advertised are big money makers. "Meccano," a popular toy consisting of separate parts out of which all sorts of structures may be built, is claimed to have made \$1,000,000 for its inventor, Frank Hornby.

The Aeolian Company, which controls many patents on piano-playing devices, is perhaps the wealthiest musical concern in the world.

### How to Gain Profit by Invention

Not everyone has inventive genius, but a multitude of persons who have do not give it exercise. Others mentally work out valuable devices and lack the energy and foresight to patent them. Many patented inventions have proven worth thousands of dollars for every minute of time consumed in their creation.

To profit by invention one must not only create the invention, but make it practical, from a financial standpoint, and protect it by a patent.

The way to invent is to study how an existing device can be made to better answer its purpose; or to conceive a new purpose and devise a mechanical means for carrying it out. The field for invention is without bounds or limits. There are more opportunities for originating new and patentable, and profitable, devices today than there have ever been before because it is an immutable physical law that every new condition works a change in other conditions requiring expedients for adapting and harmonizing one condition with another. The invention of the railway, for ex-

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32. Ingenious articles of utility formed of wire bent from a single piece, and therefore extremely cheap. This applies particularly to household and store fittings and simple implements.

33. An ink bottle which will permit of the insertion of a pen point therein, will provide a regular depth of dip for the pen point, and will prevent the evaporation of ink contained in it.

34. An improvement in printing presses to do away with the necessity for an elaborate make-ready. Much time is lost in overlaying and underlaying forms that would be saved by such a device.

35. An invention is desired which will make a horse secure on his legs on slippery pavements.

36. New construction of boats and methods of boat propelling. Some-

ample, effected a revolution in social and industrial life throughout the world, and hundreds of thousands of other inventions, extending into every conceivable art, were a natural consequence.

Anyone of average intelligence can determine for himself **what to invent**. He needs but to study objects entering into daily use about him. There is room for improvement in everything, and these improvements, if patented, are bound to yield large money reward under good management. All patentable inventions are regarded by the Patent Office as improvements, for the reason that the very spirit of invention is to improve upon existing conditions. No doubt every reader of these lines has exclaimed, "Why didn't I think of it!" on seeing some simple, money-making article. Hundreds of such articles are patented annually. The inventors who "keep their eyes open," and not only think, but ACT, are justly the ones enriched. Ability to invent is the greatest natural endowment bestowed by a kind Providence. He who fails to exercise the faculty gets no reward, and, as a rule, such go through life without finding reward in anything.

The most wonderful feature of invention is that a mere suggestion, or a mental hint, of some new thing, will soon assume perfection under careful thought, and this "thinking out" process is the thing needed to attain success.

The inventor who does not ACT after he has "thought out" his invention, has made a failure from the standpoint of profit.

The first thing you should do after you have conceived an improvement is to write us, explaining your idea fully, and submit a sketch to enable us to make an examination as to patentability. If our report is favorable **FILE AN APPLICATION AT ONCE**. The chance to obtain a patent on a meritorious invention is a **BUSINESS CHANCE OF RARE VALUE**, but, like any other good business chance, must be promptly taken advantage of to realize that value.

After your patent is obtained, the question as to the best way to obtain profit from it arises. If you are a manufacturer, or if you have had experience in the organization of capital for the promotion of business enterprises, you do not need advice. If you would sell your patent outright, or by territorial allotment, the following important suggestions should be observed:

**Have absolutely nothing to do with patent selling agents**, so called, who load your mail with their persuasive and deceptive letters and circulars as soon as your patent issues. (They get your name and address from the Patent Office Gazette, which circulates widely.) This warning is unnecessary if you have ever had dealings with these sharks, for "a burnt

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thing better than paddle wheels or screws. Water drawn in at the bow of the vessel and forcibly expelled at the stern has been tried.

37. A better type of fixed ammunition for rapid-fire guns is greatly desired. We would suggest a caseless charge compressed in the form of a solid cylinder and attached in some manner to the base of the projectile.

38. A safety stirrup, one that would be so arranged by a spring or otherwise that instead of holding the rider's foot when a horse falls, the weight of the rider pulling backward or downward would cause the release of the foot.

39. Why cannot a system of bundle carriers, such as are used in dry-goods stores, be devised for public restaurants? The advantages of such a system are many, and would effect a great saving of time and labor.

child shuns the fire." As we cannot undertake here to expose their many tricks, we ask you to take our advice as it is intended—for your good—and SHUN them, no matter how plausible their arguments. It is a matter of personal gratification and pride with us to have our clients realize abundant profit from their patents; therefore, had we faith in these agencies, we would be eager to recommend them.

A common dodge of the "patent selling agent" is to pretend to have found someone who will buy your patent if an investigation proves its validity, and a certain person (who is in league, of course) is recommended as the proper one to make the investigation, for which you must pay a good fee. But it is all a game and the buyer a myth. With hardly an exception the agency claims to demand no fee until a sale is made, getting you to sign a contract to that effect, yet at the next turn you are asked to send money, on one pretext or another. You may be asked by one of these concerns to advance money for the alleged purpose of advertising your invention in a long list of newspapers, yet very rarely is a patent sold in this way. To sum up our advice: Don't bite, no matter how tempting the bait.

The value of a patent depends upon the value of the invention as a marketable commodity, and if the owner would financially realize upon this value he must himself, through his own resources or through his own and the resources of others, place the manufactured article on the market; or he must PROPERLY bring the patented invention to the notice of those likely to be interested, if he would sell the patent outright. Details of procedure for the organization of stock companies and corporations for the purpose of promoting a patented invention by manufacture and sale are too voluminous to be set forth here, but we will gladly give information to any inventor or patentee who will write us specifically and fully in regard to his case.

The majority of inventors prefer to sell their patents for a lump sum. To effect the sale the inventor himself may well take the matter in hand or enlist the advice and executive ability of someone personally well known to him, or a person or firm with whom he has had dealings, and whose reputation for reliability is widely known. The prospective purchaser must have the merits of the invention called to his attention, and, next to a personal talk with him, we regard properly conceived correspondence as the best means. The correspondence ought to be strictly business in tenor and not burdened with immaterial matter. The patent, if procured through us, will clearly set forth the invention in all its details of structure and function. Mail a copy thereof to each person or firm addressed, and enclose a stamped envelope for reply. In our judgment it is not well to set a price, but solicit offers and accept the best, if it is reasonable.

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40. An automobile street sweeper is also desired—one that will sweep the dust direct from the street into a dust bin carried by the machine where it could be dampened, thus causing no dust to be thrown out during its operation.

41. New labor-saving means in washing, wringing, drying, and ironing clothes would be profitable and should have a ready sale in the market. Laundry improvements, when properly protected, are always appreciated and have a quick sale.

42. New compositions of matter. Dyestuffs are patented in great numbers, and some very valuable. Mere prescriptions cannot be patented, but new chemical compounds, such as phenacetin, are patentable, and often yield great profits.

It is bad policy to offer a patent for sale before issue thereof. If patent has issued the prospective purchaser is assured that the invention is new and that you can give him a bona fide title. It amounts to the difference between offering that in which you have acquired actual title, and that in which your title is only prospective.

The strongest argument, however, against attempting sale prior to issue is that by making your invention public you run the risk of being barred from the procurement of valid foreign patents, for, in the more important countries any public knowledge whatever of the invention prior to filing applications in those countries will invalidate patent, even if obtained.

### Good Patents on Good Inventions Always Salable

A man obtained a patent for a slight improvement in straw cutters, took a model of his invention through the Western States, and after a tour of eight months returned with \$40,000 in cash, or its equivalent.

Another invention, in about fifteen months, made sales that brought him \$60,000, his invention being a machine to thresh and clean grain. A third obtained a patent for a printing ink, and refused \$50,000, and, finally, sold it for about \$60,000.

These are ordinary cases of minor inventions embracing no very considerable inventive powers, and of which hundreds go out from the Patent Office every year. Experience shows that frequently the most profitable patents are those which apparently contain very little real invention, and are to a superficial observer of little value.

Instances are numerous wherein the inventor has made several millions of dollars from his invention. The air brake, the sewing machine, the telephone and telegraph, all involve broad principles, and the original patents, as well as patents for improvements, represent an aggregate value so vast as to be almost incalculable. The very simplest patented ideas, if novel, useful, or entertaining, are quick and bountiful in cash returns. Dr. Higgins received over \$100,000 in cash royalties alone from

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43. Improvements in apparatus for generating and using acetylene gas are now especially wanted. This gas has been proved a valuable illuminating medium, and simple means for safely generating and storing and using it are valuable.

44. A practical crude-oil burner. There are two main lines of invention in this class. One is for supplying the oil mixed with steam for combustion, and the other is for turning it into vapor and mixing it with air, burning it in that form.

45. A motor plow that could be easily handled and operated would revolutionize existing agricultural methods. Besides the motor plow, there are other farm implements where the principle of the automobile could be applied to advantage.

his United States and foreign patents for the little thimble you grasp in putting your umbrella up or down; the rubber tip for lead pencils was equally valuable. The common lace for women's gloves was invented by a woman and has yielded her a vast sum. The metal heel plate, and the toe tip of metal, for shoes, were each worth over a million.

In profitably disposing of patents much depends upon the inventor, who must see that his invention and the patent thereon are brought to the attention of manufacturers and others most likely to be interested in the purchase thereof.

In this connection we are in position to lend valuable help and assistance to our inventor clients by putting them in touch with manufacturers and others in their respective lines.

### Will It Pay to Secure a Patent?

Whether or not it pays to secure a patent depends upon a number of things—the value of and demand for the invention, the "push" and perseverance of the inventor in disposing of his patent to a reliable manufacturer (in this connection we can be of great help to our clients)—and the selection of a reliable patent attorney to handle your case and see that your rights and claims are guarded and protected to the fullest extent.

The extent of profit frequently depends as much upon the business capacity of the inventor, his agent or attorney, as upon the intrinsic merit of his invention. There is no other investment that offers such large returns, compared to the money invested, as does a protective patent.

Manufacturers are always in the market to secure protected substantial improvements on machinery and processes, which will enable them to produce their wares more cheaply, or of better quality, as they thereby secure a monopoly on a cheaper, superior, or improved article in competing for business.

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46. There is a great demand for an automatic telephone exchange, by means of which connections will be made automatically, greatly facilitating the service, and doing away with salaries of large numbers of persons usually employed at the exchange. Recent experiments of Dr. Pupin have demonstrated that the Trans-Atlantic telephone is feasible. Quadruplex machines will also come in time, and it may be as easy to send four or five messages over a single wire by the telephone as it is by the telegraph now.

47. A storm-proof cover and sun-shield for standing crops, such as choice garden products. A cover which is cheap and simple, and can be easily manipulated. Hundreds of thousands of dollars' worth of crops are destroyed by the elements annually.

48. The need of a practical spark and cinder arrester for use on railway

We can safely and honestly say that in our opinion any patent secured on a new or improved invention that is in actual demand, or likely to be in demand, should pay, though it is naturally impossible, if not against the ethics of the profession, for a patent attorney to predict in advance whether or not any particular invention will pay if patented.

The amount which a financially successful patent pays is generally large enough to counteract the cost of numerous failures and leave a handsome profit besides.

### **Simplicity Not a Bar to Success**

Simplicity in an invention, provided it is combined with novelty and utility, is more likely to prove an aid rather than a bar to success.

While it is perhaps true that the largest fortunes have been made on more or less complicated and intricate inventions, it is equally true that the fortunes made on simpler inventions such as the paper clip, fountain pen, metal bottle cap, etc., have been larger in proportion to the amount of energy, time, and money expended in their perfection and promotion.

It is frequently much easier to interest capital in, or otherwise dispose of a more simple invention the advantages of which are immediately apparent and which can be manufactured and marketed at comparatively little expense.

### **You Should Study Our List of What to Invent**

If you have not already decided in what direction to turn your inventive ability we advise that you study carefully our list of "What To Invent," which will be found running through the pages of this book.

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locomotives is apparent to all who travel, as frequent fires are ignited by the sparks, and the cinders have a disagreeable habit of making known their presence in various ways.

49. An apparatus for utilizing the great cold-producing power of liquefied air to cool houses in summer. The time may not be far distant when houses can be provided with an ice plant or cooling room which will be operated by simply turning on a spigot.

50. A bottle for containing mucilage which is so constructed that when the brush is in place a complete closure of the upper end of the bottle will be effected, and which will prevent the gumming and sticking of the brush to the inside of the neck of the bottle.

51. A bottle or stopper therefor so constructed as to prevent the bottle

This may suggest to you some line of invention which you are particularly well adapted to follow and which may produce the most satisfactory results for you.

If one is observant and ever watchful of his surroundings he can scarcely fail to conceive some new idea which if given the proper thought and protection may produce substantial financial returns.

Bear in mind always that there is scarcely a single act or operation which could not be performed in less time, at less cost, and to better advantage by a new invention or improvement upon an old one. Capital is always to be had for the promotion of a patented invention of unmistakable value.

### **Growth of Civilization Demands New Inventions**

The rapid growth of civilization in this country has been due largely to invention.

It is equally true that the rapid strides made in all lines of invention are largely due to the growth of civilization and the demand which is thus naturally created for new inventions which will facilitate its still further growth.

Think for a moment what important parts, in the civilization of the entire world, are played by the incandescent electric light, the telephone, telegraph, phonograph, moving picture, automobile, electric car, and other inventions which only a comparatively few years ago were scarcely known of.

Besides the great demand for absolutely new and unheard-of inventions, the demand for improvements on inventions already patented and in every day use is enormous.

In this connection our list of *What To Invent* will be of value to many inventors who desire information regarding those lines in which *improvements* are most needed.

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from being filled a second time. Manufacturers of proprietary compounds, liquors, perfumery, sauces, etc., are on the lookout for something practical of this kind which can be manufactured at a small cost.

52. Another field which has not been successfully exploited is the shucking of oysters and clams. Any simple mechanism for accomplishing this object would, in all probability, prove an immensely valuable invention, as the present hand work is necessarily slow, tedious, and expensive.

53. Removing coke from ovens. Perhaps the most serious drawback to the production of coke is the apparent impossibility of removing the coke from the oven without cooling the oven. The process now employed of cooling the oven with water generates steam which affects the structure of the oven injuriously, and materially lessens its usefulness and durability.

## Prizes Offered For Inventions

It frequently happens that a concern, individual, or a city, State, or National Government will offer valuable prizes for inventions in certain lines.

We endeavor to keep informed as to such prize offers and the conditions and requirements thereof and to advise our clients accordingly, it being our aim to assist and in every possible way co-operate with our clients to their best possible advantage.

## Inventions Often Best Investments

It is an established fact that many of the largest fortunes are directly attributable to wise investment at the proper time in some meritorious patented invention.

Those who invested in the early stages, in the Ford Automobile, the Bell Telephone, the Victor Talking Machine, the Mergenthaler Linotype, the Lanston Monotype, and other inventions too numerous to mention, have seen their original investments double and triple time and time again.

The man who refuses to invest in a meritorious invention has only himself to blame if someone else reaps the fortune which might have been his.

The inventor who has confidence in and who thoroughly understands his invention, but who lacks the funds necessary to apply for patent, should experience no great amount of difficulty in persuading some friend or business acquaintance to advance the small amount required. In fact, in doing so he may be conferring a favor which may result in substantial profits, or even great wealth to the investor.

Successful patented inventions have made many millionaires and will continue to do so.

If you have faith in your invention you should lose no time

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A practical process for removing the coke without cooling the oven will be an invention of unusual value, as it will save thousands of dollars annually to the coke industry.

54. An automatic stoker to replace firemen on locomotives is sure to be adopted in the near future.

55. An electric flat iron, so constructed that it could be heated by electricity and propelled by it, but controlled by the hand of the user, would be a blessing to thousands of hard-working housekeepers who do their own ironing, and to all laundry workers.

56. A machine which will pull or throw up beets and other like products out of the ground, and top and clean the same, would also be a valuable invention. Such a machine might resemble a self-binder or analogous har-

in applying for a patent and should feel no hesitancy in seeking financial assistance, if necessary, from anyone whom you can thoroughly trust not to disclose to others or convert to his own use your ideas.

You should consult us fully in regard to your invention and let us advise you without delay.

### Importance of Fully Protecting Your Ideas

Having explained the value which frequently attaches to a practical invention we must impress upon inventors the absolute necessity and vital importance of fully protecting their inventions by letters patent.

An unprotected invention on which no patent has been issued or for which no application for patent has been filed is like a bird with a broken wing or a ship without a rudder.

It cannot be openly used, manufactured, or promiscuously disclosed without danger of its being stolen by others and a patent secured thereon by some unscrupulous party who has no claim whatsoever to the invention.

The Government maintains its wonderful patent system for the purpose of providing proper protection for inventors and in order to encourage inventors in disclosing and giving to the public as promptly as possible the fruit of their labors and thought.

Neither the Patent Office nor the courts are in sympathy with the inventor who having conceived a new and valuable idea hides it away in some dusty garret or the recesses of his brain and who discloses his invention only after some other and more progressive inventor conceives a similar idea.

“Promptness” should be the watchword of every inventor who values his ideas and hopes to derive benefit therefrom.

We urge every inventor to at once send us a sketch, model,

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vester, and should include mechanism to withdraw the beets or other products from the ground, convey them upwardly by means of an endless belt, in accurate position, to knives or cutters where they could be chopped, and from the knives or cutters pass through a cleaning apparatus or means.

57. An economic means of absorbing the vibration of both electrical and steam motors in automobiles is a desirable invention. This means should be light in weight and inexpensive. The vibration of the motors in automobiles tends to rock and strain the bodies of the latter, and at present cumbersome vehicle constructions are necessary to withstand the wear and tear. Means for muffling the noise or sound emanating from automobile motors is also desirable. Means for condensing exhaust steam in locomobiles without obstructing or retarding the exhaust, and to automatically

or photograph, with written description of his invention, for a careful search of the Patent Office records and a frank report as to the possible patentability thereof.

All data will be dated on reaching our office and carefully filed away until actual work on the case has been completed.

The sending of sketches or models for Free Search and Advice places the inventor under no expense or obligation to us, and our confidential records of the disclosure may prove of inestimable value if the inventor should at any time be called upon to prove priority of invention, conception, or disclosure.

You should by all means consult us at once regarding YOUR invention or write us for advice and any special information you may desire.



### What One Client Has to Say

Pittsfield, Mass.,  
November 15, 1915.

John Louis Waters and Co.,  
Patent Attorneys,  
Washington, D. C.

Dear Sirs:

I wish to express my appreciation of the prompt and efficient service you have rendered me in preparing and prosecuting my two applications for patent.

The way you have handled my cases leaves nothing to be desired, and I gladly recommend you to other inventors who are seeking the services of a thoroughly reliable firm of patent attorneys.

Wishing you continued success, and assuring you of my future patent business, I am,

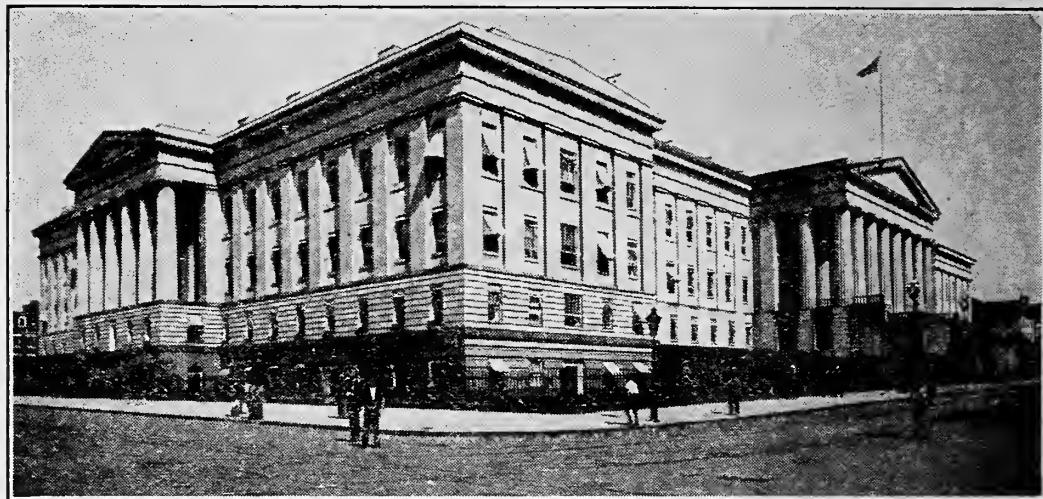
Very truly yours,

GEO. F. KOPP,  
WALLACE W. KEARNS.



relieve such means of the water of condensation, either by exterior outlet or returning it to the boiler or feed pipe. An absolutely safe structure to prevent explosion or injurious results due to the new use of vapor or gasoline engines or motors in locomobiles, such as thermal or heat controlled vents, valves, and similar devices in conjunction with the vapor or gasoline supply tank and cylinders.

58. In order to cheapen the manufacture of acetylene gas, some means will have to be discovered for economically producing magnesium carbide to compete with calcium carbide now commonly used, and from which less gas can be produced than from a corresponding quantity of magnesium carbide. Those inventors who operate in the field of chemistry will find it profitable to experiment in an economical production of magnesium carbide.



UNITED STATES PATENT OFFICE

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CUMB. PHONE MAIN 798

MEMPHIS, TENN. 3/25th, 15.

John Louis Waters &amp; Co.,

Warder Bldg, Washington D.C.

Gentlemen:

I am pleased to acknowledge receipt of yours of the 18th, together with the Official notice of the Commissioner of Patents, that my application for a Patent on an Artificial Limb Ankle Joint has been allowed.

I am more than pleased with your handling of the matter, as you have succeeded in having the Patent granted in less than three weeks from the time you filed the Application.

Thanking you for your diligence and early prosecution of the matter, and assuring you my future business.

Yours very truly,

**Our Services "Especially Gratifying"**

Ashtabula, Ohio,  
May 19, 1915.

John Louis Waters & Co.,  
Washington, D. C.

Your letter announcing the allowance of patent on my invention, Non-Clogging Rake, at hand. In reply will say that in point of promptness and dispatch your services are especially gratifying.

Very truly yours,

A. WENNERSTROM,  
Gen. Del.

**Has Found Us Reliable and Satisfactory**

Condon, Oreg.,  
September 21, 1915.

I have found John Louis Waters & Co. reliable and satisfactory. I have used their "credit system" and find their services prompt and competent.

Very truly,

D. S. NUNN.

**Nothing But Praise For Our Work**

John Louis Waters & Co.

Mr. D. P. Moore.

Dear Sir:

I am returning herewith duly executed papers on my "shoe hook" patent.

I have nothing but praise for the work; it is a masterpiece, and I hope to give you many of my inventions.

Any favor that I may be able to do, command me.

Yours truly,

JOHN HAMILTON.  
1518 N. Central Park,  
Chicago, Ill.

**More Than Pleased at Early Allowance**

John Louis Waters & Co.,  
Washington, D. C.

Lonoke, Ark.,  
Route No. 1, Box No. 31,  
November 19, 1915.

Dear Sirs:

We have received the official notice of allowance in the matter of our Mail Transfer Apparatus.

We must say that we are more than pleased that you have succeeded in securing such an early allowance in our case.

You have worked hard, and in our opinion have certainly earned your fees, which we consider most reasonable.

If you have any prospective clients in this part of the country, do not hesitate to refer them to us, as it would be a pleasure to recommend you.

Yours very truly,  
GLOVER BROS. AND BAILEY.

## A Letter We Are Proud of

Brooklyn, N. Y.,  
219 Union Street,  
November 1, 1915.

Messrs. John Louis Waters & Co., Patent Attorneys,  
Warder Building, Washington, D. C.

Gentlemen:

I write to express my thorough appreciation of the excellent service you have rendered me in the preparation and successful prosecution of my two applications for patents on Adjustable Wrenches invented by me.

I answered your advertisement early in July of this year. On hearing from you, I sent models of my two inventions. You promptly completed your searches of the Patent Office records, and advised me that my inventions were patentable, also quoting your most reasonable charges for handling the cases.

I at once made up my mind that I could not place my cases in better hands than yours, and promptly signed your credit agreements which I sent to you with first payment on account.

In less than a week after sending my first payments I had received the completed application papers ready for my signature. I returned them, with second payment on account, and you promptly sent blueprints of drawings for my approval.

After I approved the drawings, you lost no time in filing my applications in the Patent Office, the date of filing being September 9, 1915. In one of my cases you secured final allowance in twelve days.

In the other case, I have your letter before me to the effect that application in that case will also be allowed upon filing of new oath, which I have just sent you.

It may please you to know that your prompt work has made quite a stir in the shop where I am employed, as among the six hundred machinists here, there are several who have invented devices of various kinds, and have applied for patents, but no one has secured results in such quick time as I have.

I have found you prompt and reliable from the very start. You have lived up to the letter of every promise you have ever made me, and you may rest assured that all of my future patent business will be placed in your hands.

I hope this letter may be of real benefit to you, and I take pleasure in signing myself,

Gratefully yours,

ANTON HULTHIN,  
219 Union Street,  
Brooklyn, N. Y.



John Louis Waters & Co.,  
Washington, D. C.

Your letter received and I am certainly more than pleased in the way you handle patent matters for your clients, and I surely am thankful to you for getting patent on game apparatus for me in so short a time, and I will surely remember you and give my best efforts in trying to secure patronage for you.

Yours respectfully,

RUFUS B. SMITH,  
270 Arch St.,  
Akron, Ohio.

## PART TWO

### How to Obtain a Patent, Trade-mark, or Copyright

**H**AVING conceived an idea for a new invention or improvement the next and most important step is to **PROTECT IT.**

This can only be done by securing a patent on the invention. A patent is a grant issued by the Government giving to the inventor or his assignees the sole right to the manufacture, sale, or use of the invention or improvement for a term of seventeen years.

If the claims contained in the patent have been carefully and properly drawn by a skilled, competent patent attorney so as to cover the invention, the inventor having received his patent is protected against unauthorized use of his idea by anyone else.

His patent is a legal monopoly and if properly promoted or the rights thereunder sold to some manufacturer it may bring him wealth or affluence or both equal to that which is now enjoyed by many other inventors.

#### Who May Obtain a Patent and What May be Patented

The statutory laws of the United States specifying "Who may obtain a patent" and "What may be patented," generally speaking, decree:

That any person, whether a citizen of the United States or a citizen of a foreign country, who has invented patentable subject-matter may obtain a patent granting to him the exclusive right to the invention for a period of seventeen years. Sex

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59. The man who invents a really practical corn husker which will husk standing corn is assured of a fortune. As in the case of the trying work of picking cotton, but little help has been given to the farmer by the inventor. Numerous attempts have been made, but none of the machines constructed have proved practicable. One of the latest is a combination of the corn binder and the husker and the shredder, which is attached to the ordinary farm wagon. The fingers of the husker collect the stocks and convey them to the rollers of the shredder, where the husks are removed and the ears elevated to wagon box. The principle seems to be all right, but the practicability of the machine is yet to be demonstrated. Some day the successful machine will appear.

60. A cotton picker to replace the ordinary methods of picking cotton by

color or kindred conditions are in no way a bar to obtaining a patent in the United States.

That a patent may be granted for any new and useful art, machine, manufacture, or composition of matter, or for any new and useful improvement thereof. The grant of a patent for an invention does not prevent the grant of another patent for an improvement on such invention. However, the patentees are estopped from using each other's invention, unless by special license or kindred agreements between themselves.

An invention containing patentable subject-matter must not only be useful but also new or novel. There are a great many conditions which determine the presence of usefulness and novelty in an invention, but it may all be boiled down to the general statement that where a person conceives an invention original with him, and the same is both novel and useful in the ordinary interpretation given to those terms in the patent practice, he can obtain a patent therefor. We refrain from burdening our clients with the technical and legal side of what constitutes patentable subject-matter in an invention, as same if not incomprehensible to them might be confusing and is so infrequently brought up that it is deemed unimportant to dwell further upon it in this little volume.

**Any new combination** of mechanical parts or instruments, whereby a new machine is produced, though each of the parts be separately old, is an invention containing patentable subject-matter.

**Any improvement** in any known machine or article of manufacture, whereby it is rendered capable of working more beneficially or its manufacture is cheapened, is an invention containing patentable subject-matter.

**Any new and useful process** not wholly mechanical is an invention containing patentable subject-matter.

**Any new vendible substance**, new and improved in itself,

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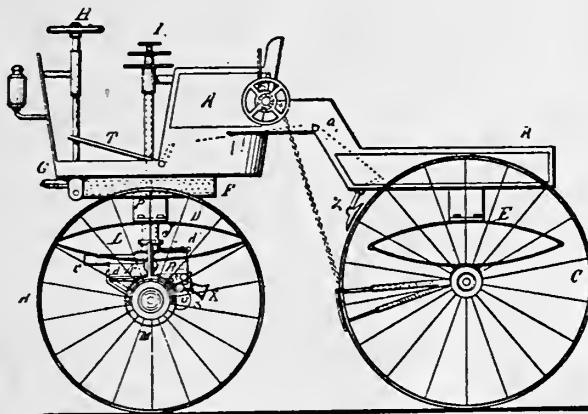
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hand is desired by cotton raisers, and if a successful machine of this class is produced the inventor will receive a well-merited income therefrom.

61. A telescopic or folding umbrella that can be easily and quickly reduced to complete form and when folded will not be cumbersome and bulky would be a valuable and most profitable invention. Many attempts have been made to accomplish this result, but such complex and expensive structures have always been presented in the known folding umbrellas that they have been of small commercial value.

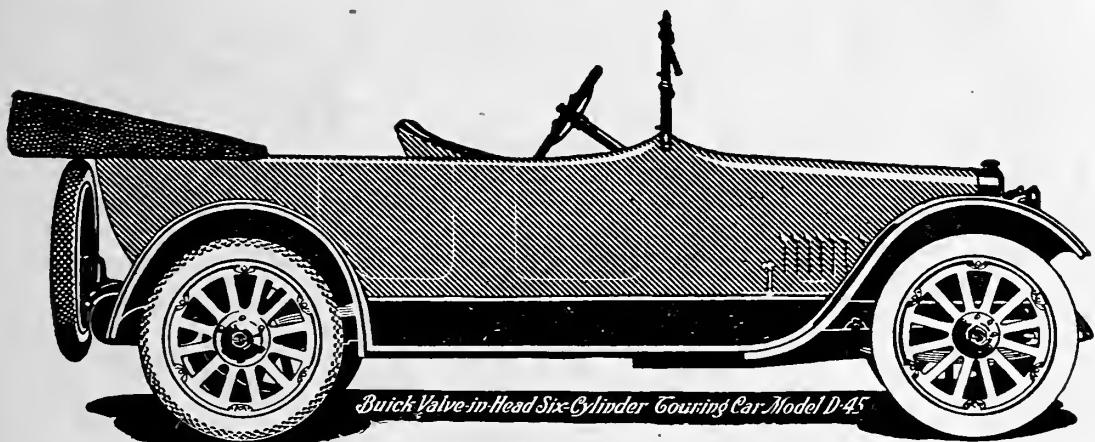
62. A prize of 1,000 francs (\$163) will be given the inventor who shall produce a glove that can be used by electrical workmen to safeguard them from accident. The premium is offered by the French "Accidents to Workman Assurance Association." The conditions are that the gloves must

1896



SELDEN PATENT

1915



MODERN AUTO

## WHAT INVENTION HAS DONE FOR THE AUTOMOBILE

The two reproductions on this page show the wonderful development of the automobile since the year of 1896. The drawing on the upper half of the page is reproduced from the Selden patent, which was the beginning of the development of the automobile. The half-tone on the lower half of the page shows the automobile of today—a six-cylinder, valve in head, Buick touring car. Mr. Selden, it is generally understood, receives about \$10,000 a day in royalties on his patent. Other inventors of improvements on Selden's idea have likewise made fortunes.

whether produced by a chemical or a mechanical process, is an invention containing patentable subject-matter.

**Any new improvements** in any manufacture, composition of matter, or any art, are inventions containing patentable subject-matter.

**Two or more persons may be joint inventors**, in which instance the rights of all in the issuing patent are equal, it being impossible to accurately determine the amount of genius contributed by each, the law decrees that they share alike. The interests of joint inventors, however, can be varied by proper assignment.

A full term of a patent is seventeen years and it cannot be extended except by act of Congress; such extension it is practically impossible to obtain.

It should be borne in mind that special training of a mechanical or technical nature is not necessary in order to secure a patent or become a successful inventor.

Plain common sense and the ability to recognize the opportunities ever present in the field of invention are necessary.

Keep abreast of the times, keep in touch with what is needed, cultivate the habit of being over-observant, and when you conceive a new and practical idea **PROTECT IT.**

## How to Obtain a Patent

If you have an invention for which you desire to secure a patent you should **AT ONCE** forward us by registered mail, or insured parcel post, or express, a drawing, photograph, or model, with a complete description.

We will at once have one of our experts make a careful and thorough search of the Patent Office records and will write you immediately whether or not, in our opinion, your invention is patentable.

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cover the forearm as well as the hands; that they must be light and leave the utmost liberty to the worker. If none of the devices submitted come up to the required standard, the prize will be divided among those inventors who most nearly approach it.

63. A bottle containing poisons having a practical device for attracting the attention of those handling the same, or to indicate by some means that its contents are of a poisonous nature, is in demand. The device or structure for notifying the user of the dangerous character of the contents of the bottle can be applied either to the neck, body, or stopper of the bottle, but in devising such indicating means care should be taken to avoid cumbersome or impracticable structures.

64. The use of aluminum for the manufacture of small articles such as

For this search we make no charge whatever, nor do you obligate yourself in any way in asking us to make a search for you, so that you should send us your drawing, etc., and let us make this important search and report fully to you AT ONCE.

Your sketch need not be a "perfect specimen of mechanical drawing" especially if accompanied by a written description of your invention.

A rough sketch, model, or photograph will in most cases suffice, but you should be sure to show or describe every feature of your entire invention, otherwise the very part you omit to disclose may prevent us from making a thorough search, or from fully describing your entire idea.

### Ours Not a "Desk" Search

Our Free Search is not a mere "desk" search or offhand opinion, but a thorough search of the Patent Office records which is made in the Patent Office itself by an experienced searcher.

When we report an invention patentable after making our search it means that we are reasonably certain and positive that we can successfully prosecute the case and secure a patent.

### Our Certificate of Patentability

If we report your invention patentable, we send you, with our report a handsome, engraved Certificate of Patentability certifying that in our opinion, based upon a thorough search of the Patent Office records, your invention is patentable.

The importance of this Certificate of Patentability, signed by a reputable firm like ours, to an inventor seeking financial aid, from friends or others, to pay the expense of securing a patent has been fully proven.

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spectacles and eye-glass frames and the like is prohibited by reason of a failure to successfully solder separate aluminum parts to complete a full organization of members of such devices. In the arts generally the use of aluminum is also prohibited where it is necessary to connect separate parts by reason of a lack of a proper solder for this purpose. The inventor who discovers an economical means of soldering aluminum will reap a considerable fortune.

65. Owing to the destruction of pasturage, cereal crops generally, and growing vegetables, by prairie dogs, gophers, and similar small animals, serious havoc has resulted from the inroads of these pests. Attempts to practically exterminate them have failed. An economical method or means for this purpose would be very valuable. The extermination of these pests

We aim, however, through our popular Credit System, to so arrange terms of payment of our fees that no inventor doing business with us will be obliged to seek financial assistance elsewhere.

If *he should*, our Certificate of Patentability will assist him in convincing his prospective partner that a really intelligent search has been made and that there is little or no danger of a patent not being granted.

### How to Hasten Your Case

If in sending sketch, model, or photograph of your invention you will include an initial payment of only \$10, regardless of the nature or size of your case, we will handle your case **OUT OF TURN**, make a **SPECIAL SEARCH**, and if the invention is found patentable will prepare and send the application papers immediately.

This plan has enabled many of our clients to have their applications **ACTUALLY FILED** earlier than would otherwise be possible.

While all cases are handled promptly, the sending of an initial payment as proof of good faith and intentions guarantees that your case will be handled **OUT OF TURN**.

### The Cost of a Patent

The cost of applying for a patent varies in accordance with the nature of the invention, the number of sheets of drawing required to properly illustrate it, and the amount of technical and professional work required on our part in preparing the case.

The following is probably the most complete schedule of charges ever compiled and shows at a glance our sensible methods of charging only for the amount of work involved.

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can be effected, in all probability, by some yet undiscovered simple destroyer, either of a chemical or mechanical nature.

66. Find a substitute material having all the characteristics and advantages of yieldable India rubber and your fortune is made. Owing to the enormous consumption of this substance, the expense of commercial production and the rapidly growing scarcity of the natural product, due to the reckless destruction of trees and plants which are the source of the same, the rubber output is becoming diminished, and its commercial value correspondingly increased every year.

67. Many devices and various kinds of apparatus have been produced for extinguishing fires in the holds of vessels. This field of invention is still ripe, however, for the harvest of fertile brains of inventors, and a simple

## Itemized Schedule of Usual Charges

Nature and size of case	Total cost of applying for patent	Itemized charges			
		Attorney's fee	Cost of drawings	Government filing fee	Final Gov't fee payable within six months after allowance of application
1 Sheet — Simple Case.....	\$65.00	\$25.00	\$5.00	\$15.00	\$20.00
Medium Case.....	70.00	30.00	5.00	15.00	20.00
Difficult Case.....	75.00	35.00	5.00	15.00	20.00
2 Sheets — Simple Case.....	75.00	30.00	10.00	15.00	20.00
Medium Case.....	80.00	35.00	10.00	15.00	20.00
Difficult Case.....	85.00	40.00	10.00	15.00	20.00
3 Sheets — Simple Case.....	85.00	35.00	15.00	15.00	20.00
Medium Case.....	90.00	40.00	15.00	15.00	20.00
Difficult Case.....	95.00	45.00	15.00	15.00	20.00
4 Sheets — Simple Case.....	95.00	40.00	20.00	15.00	20.00
Medium Case.....	100.00	45.00	20.00	15.00	20.00
Difficult Case.....	105.00	50.00	20.00	15.00	20.00
5 Sheets — Simple Case.....	105.00	45.00	25.00	15.00	20.00
Medium Case.....	110.00	50.00	25.00	15.00	20.00
Difficult Case.....	115.00	55.00	25.00	15.00	20.00

Cases requiring over five sheets of drawing are usually of such a highly complicated nature as to call for a special quotation

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effective extinguishing means of a comparatively inexpensive nature that will not obstruct the capacity or operate in a manner to contaminate the cargo of the hold of a ship will result in a magnificent remuneration to the fortunate inventor who discovers the same.

68. There is a demand for a painting machine of simple construction, embodying a gang or series of revolving brushes operated by electricity or direct mechanical means or by compressed air, and to which the paint may be fed by a conduit running to a supply tank or receptacle. If compressed air be the operating means the paint from the source of supply could be forced upwardly to the brushes by such air, and moreover the application of the paint to a surface of a building or other device could be more evenly spread by compressed air.

which is invariably as reasonable as the high quality of our work will permit.

### Our Terms of Payment

Ordinarily the amounts of our charge should be remitted to us as follows:

When you authorize us to proceed with your case send us an amount to cover the cost of drawings and the amount of the Government Filing Fee of \$15 (in a simple one-sheet case these items would amount to \$20).

When you return the executed application papers to us ready for filing and approve the drawings, print of which will be sent you for your own use, send us the amount of our Attorney's Fee (in a simple one-sheet case this would amount to \$25).

When we notify you that the Patent Office has finally allowed your application and is ready to actually issue your patent send us \$20, any time within six months after the date of allowance, and your patent will promptly issue.

### Our Credit System

Realizing that frequently inventors of meritorious and patentable ideas are not in a position, financially, to pay our charges in full before the filing of their case, we have inaugurated our Original Credit System for Inventors. Through this system we positively enable inventors to have their cases prepared and ACTUALLY FILED in the United States Patent Office before paying our Attorneys' Fee.

The inventor merely signs our Credit Agreement, which is sent him when we report his invention patentable, returns it to us with a small first payment and agrees therein to pay the balance in monthly payments OF ONLY \$10 EACH.

We do not know of another patent attorney or firm anywhere who will assist inventors in this way—in fact, most attorneys

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69. A simple and absolutely reliable spring-cushion device or analogous buffer to prevent accidents and loss of life from falling elevators is wanted. A magnetic check, automatically energized by a pre-determined slack in the cable through the medium or intermediate device, would also be advantageous as a safety device for an elevator. There is also room for improvement in automatic closers for elevators. In this class of inventions, the usual disadvantageous forms of dumb-waiters might be replaced by more economical and practical structures, and numerous automatically operating devices, both mechanical and electrical, could be devised for raising and lowering such waiters.

70. A very convenient and profitable invention would be an automatic signal to notify icemen, grocers, butchers, milkmen, or other tradesmen

demand that *every cent* be paid them before they will file your case.

In this connection we call your attention to the fact that many of the letters produced herein mention our exceptional promptness throughout our handling of the cases referred to.

Under our Credit System we actually start our work on a case as soon as the *first payment* is received, for we have as much confidence in our clients as we want them to have in us. It is only when a client repeatedly ignores his obligations to us and fails to live up to his Credit Agreement that we feel justified in suspending our work until overdue payments are received.

Don't let the matter of "dollars and cents" prevent you from protecting your ideas, but let our Credit System help you to secure your patent and own it.

#### Schedule of Monthly Payments Under Our Credit System

Total cost of case as per schedule of charges	First payment	Second payment	Third payment	Fourth payment	Fifth payment	Sixth payment	Final Gov't fee payable within six months after allowance of application
\$65.00	\$10.00	\$10.00	\$10.00	\$10.00	\$5.00	.....	\$20.00
75.00	15.00	10.00	10.00	10.00	10.00	.....	20.00
85.00	20.00	10.00	10.00	10.00	10.00	\$5.00	20.00
95.00	25.00	10.00	10.00	10.00	10.00	10.00	20.00
105.00	35.00	10.00	10.00	10.00	10.00	10.00	20.00
115.00	45.00	10.00	10.00	10.00	10.00	10.00	20.00

#### Advantages of Our Credit System

1. Your application is filed after you have paid the Government Filing Fee and Cost of Official Drawings, instead of being delayed until you pay the entire cost of your patent.

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when they are wanted. Such a signal might be located at the front of a residence and operated from the interior of the latter, so that the tradesman desired could see the same in passing and take an order without requiring anyone in such residence to go to the place of business of the various tradesmen.

71. New principles in cash-registering means and purchasing indicators are always in demand and anxiously sought by the manufacturers of cash registers. Cash registers as now manufactured are more or less expensive and embody complex features. A departure from the ordinary methods of cash-registering constructions, with quick, practical results and efficiency, would be a source of substantial income to the fortunate inventor devising and protecting the same..

2. You pay us as your case progresses, and know just what you are paying for.
3. By making monthly payments you may be able to avoid having to assign an interest in your invention to someone else in return for financial assistance from them.
4. Your application for patent may even be allowed before you have finished your payments.
5. You are at liberty to pay up your account in full at any time, though you are not obliged to do so.
6. You are able to avoid the dangerous delays so many inventors are obliged to contend with who have to raise the full cost of a patent before their attorney will file their application.
7. You are able to mark your invention "Patent Pending" or "Patent Applied For" as soon as your application has been filed, and even start manufacturing and marketing if you wish.
8. You are able to avoid disclosing your idea promiscuously to capitalists and others until after your application has been filed. Many a valuable idea has been stolen because too freely disclosed by the inventor in seeking financial aid.
9. You receive the maximum of efficient, honest, and reliable service for the minimum expenditure of time, energy, and money and are in close touch with us, your attorneys, throughout the progress of your case.

## PREPARATION AND PROSECUTION

### The Application

The application papers include the petition, specification, oath, and, where possible, drawings, which, to secure protection, must be filed in the Patent Office together with the first Government Fee of \$15. This we positively attend to before you have paid us our Attorney's Fee. As soon as the applica-

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72. An improved method or means of exterminating flies, roaches, and other similar pests in houses, hotels, and restaurants is greatly desired. The means now employed are rarely effective and are frequently of such an extremely poisonous nature as to be dangerous in their use. Within this same class of invention, practical means of exterminating mosquitoes is also desired, particularly in view of the fact that recent experiments have demonstrated that mosquitoes spread the germs of malaria, yellow fever, and kindred diseases.

73. A practical household ice machine in connection with a refrigerator which could be operated by a water or other similar motor, would be a valuable invention. In devising a machine of this class it is suggested that means be provided for producing the ice directly in the refrigerator,

tion is filed you will be protected against the grant, without your knowledge, of a patent for the same thing to another person. After the application has been filed we send you the official filing receipt. The specification should contain a clear, concise, and accurate description of the device and its operation; the advantages and conveniences should also appear. To this should be subjoined a condensed statement of the invention in the form of one or more claims embodying all its novel features. As your attorneys we will personally attend to all these details for you.

### The Claims

The actual value of a patent is measured by the character of its claims. While formerly the impression prevailed to a great extent that the essential thing to insure protection was a patent of some kind, the manufacturing public has been educated to understand that the vital and all-important part of a patent is its claims. If the claims are narrow and restricted, the patent is comparatively worthless, and on the other hand, if the invention is valuable and well covered by broad and comprehensive claims, the patent is readily endorsed by manufacturers, their consulting counsel, and meets with prompt sale and adoption. If patents were properly prepared at the outset, the number of patent suits would be greatly decreased, as the rights of the patentee would stand out in such unmistakable language in the claims that rival parties would not care to trench upon the clearly defined rights of the patentee.

Experienced inventors and patentees appreciate the importance of having their applications for patent intelligently prepared and skillfully prosecuted.

Special training and experience such as we possess are required to properly prepare an application and prosecute it to allowance upon the best possible claims.

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and if some inexpensive chemical or electrical means for this purpose is discovered a long-felt want will be supplied.

74. A practical, cheap, and efficient pocket match box, which will be constructed and operated by simple manipulation to deliver one match at a time, would be a most valuable acquisition to this class of devices. There is a demand for an improvement in the usual form of match boxes, in view of the fact that those that have heretofore been devised were of such a complex and expensive nature that they had but a limited commercial value.

75. A boot-blacking machine for effectively polishing the parts of a boot or shoe and operated by the nickle-in-a-slot principle is wanted, and would be a profitable field of invention in which to enter. Such machine would

To secure a patent is one thing, but to secure a patent that will stand subsequent judicial investigation, and effectually protect the patentee against imitators or evaders, is a different undertaking and one with which we are thoroughly familiar.

While the Examiners of the Patent Office are, to an extent, judicial officers, they at the same time stand in the position of attorneys for the Government, and strenuously oppose the granting of broad, sweeping claims if there is any ground for opposition, since any laxity on the part of the applicant in claiming his invention inures to the benefit of the public whom the Examiner represents. And if an applicant for patent presents limited claims which do not amply protect his invention, instead of claims of sufficient legal scope to prevent the appropriation of the invention by imitators and infringers, it is not a part of the duty of the Patent Office to suggest the presentation of broader claims, but to allow the application upon the claims of record.

In brief, the inventor is presumed to know what he has invented and to understand the scope of the claims filed; and in case of litigation the courts can not broaden the scope of a claim beyond the obvious meaning of the language employed.

As heretofore stated by the Supreme Court "valuable inventions are often placed in the hands of inexperienced persons," and it is a matter of common knowledge that many applications for patent are prepared by persons who have had no legal training, and who consequently have no appreciation of the legal scope of patent claims as defined and established by the courts.

In this connection we will say that specifications for applications for patent, as well as all other legal documents emanating from our office, are prepared by specialists in patent law.

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have to include a motor and mechanism for applying and rubbing on the polish, and might be in the form of brushes or textile bands, or both.

76. If incubators are made that are mechanically regulated and held to a given degree of heat, with an electric bell to call when there is need of attention, why cannot a cook stove be produced on the same plan? This stove should contain a series of ovens controlled by thermometers and equipped with a simple electrical appliance to call when there is danger. The heat in one oven could be regulated to cook meat, eggs, and other albuminous foods; another oven to be regulated for boiling purposes. In another the heat could be regulated for baking bread, etc.

77. Printing without type. Not only has this been accomplished by the inventor of this system, Mr. Friese-Green, but he has actually succeeded

## Prosecuting the Case Before the Patent Office

It is very seldom that an application for patent is allowed by the Patent Office in the first action after the case is filed. There are generally several actions or Patent Office letters in regard to a case which must be properly answered and the case amended before a final decision is reached by the Examiner. It frequently happens that certain points must be taken up with the Examiner in person in order to expedite, if possible, the allowance and subsequent issue of patent.

This and all other work between the filing and allowance of the application constitutes the prosecution of the case, and, needless to say, requires skill, shrewdness, knowledge, and good judgment on the part of the attorney.

A well prepared specification and well executed drawings greatly expedite the allowance of an application by the Patent Office, as the Examiner is thus relieved of annoyance and unnecessary work in the examination of the case.

The Patent Office Examiners appreciate good work on the part of the attorney, and when a specification fully and intelligently sets forth the invention, and presents claims of proper form and scope, much unnecessary labor and correspondence are avoided, and the Examiner's whole attention can be given to the search required, to determine the novelty of the invention, instead of to criticising the description and claims.

On the other hand, a case which is poorly and incorrectly prepared entails upon the Examiner much study and extra labor in determining just what the applicant is seeking to claim; and loosely drawn specifications and inferior drawings naturally have a tendency to prejudice the Examiner in his action.

It is obvious that when an invention is well shown, described, and claimed, no criticism on the part of the Patent Office is required, except such as may effect the scope of the claims

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in printing in colors without the use of any pigment whatever. This process is accomplished through the use of electricity and can be applied to any press, it being only necessary to remove the ink roller. This invention opens up an endless field of invention.

78. There is a great demand for a practical wall-papering machine. By this is meant machines that are readily portable and to which the paper may be easily applied and delivered therefrom to walls or ceilings by a simple operation. A machine of this character, embodying features to permit the operator to stand at a distance from the wall to be covered and dispose the machine at the proper angle to the wall or ceiling as to obtain a square application of the paper, will solve this problem.

79. A practical musical instrument which shall produce orchestral music,

based upon prior patents, which the Examiner may find in his search, and the points at issue between the applicant and the Examiner are quickly defined and may be speedily determined, if the attorney resides in Washington.

### The Official Drawings

Next in importance to the proper preparation of the specification and claims comes the Patent Office drawings.

During the preparation of the application for patent, it sometimes becomes necessary to prepare more than one sheet of drawings to illustrate the invention as required by the rules and regulations of the Patent Office. In such cases the usual expense of filing an application is increased proportionately to each additional sheet of drawing required. Our experience teaches us that it is money well spent to show every detail of an invention by large, clear, well-executed drawings. By this means we facilitate examinations in the Patent Office and invariably secure the most satisfactory results in the shortest period of time.

We are fully aware of the importance of having the drawings prepared by the most skillful and experienced draftsmen obtainable. In all cases entrusted to us the drawings are made under our personal supervision by draftsmen in our constant employ, and every precaution is taken that the inventions be fully and clearly shown by different views so as to be readily understood by the Examiners of the Patent Office and comprehended by the public when the patent is granted.

This book contains samples of Patent Office drawings showing the character of work furnished our clients. We make a specialty, as shown in the drawings, of illustrating the application of the invention, pictorially, whenever practicable. The value of well-executed pictorial drawings does not end with the

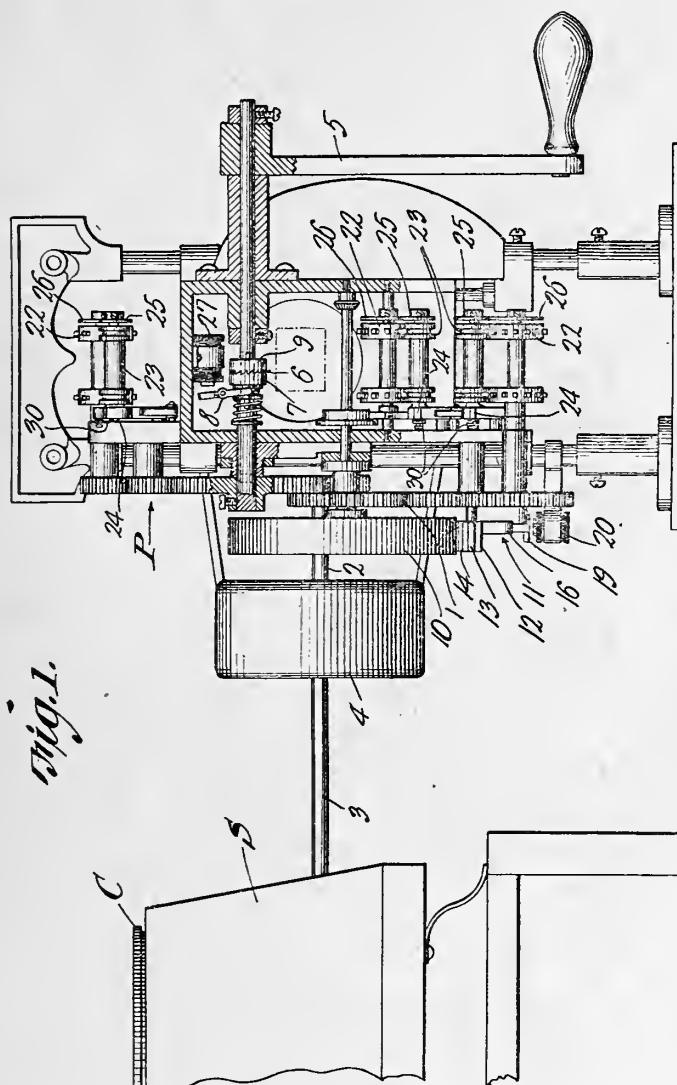
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including the representation of a violin, cornet, trombone, flageolet, flute, and piccolo, bass viol, snare and bass drum, leaving the expression of the music under the control of the operator. Also, in connection with such instrument, a machine for preparing perforated sheet music with which to operate the musical instrument.

80. Many attempts have been made to practically cool and ventilate cars by replacing vitiated air with successive or continuous charges of fresh air from the exterior. Some of these have been more or less successful, but in the present systems, under the most favorable circumstances, the apparatus used materially adds to the expense of the car equipments, and in some structures the thorough ventilation and cooling of a car is not effected equally throughout the interior area.



## Witnesses

Witnesses  
Ed. R. Lusby  
M. Roberts

**Inventor:**

The above is a photographic reproduction of one sheet of official drawing executed by our Drafting Department in an important Motion Picture Machine case.

proper showing of the invention for the purpose of the patent, but copies of the patent can be had in any quantity by the inventor for use in bringing his invention before manufacturers and capitalists, and much depends upon the impression given by the drawings. If the invention is well illustrated, the inventor has in his patent a suitable illustration for use in advertising and for other purposes and photo-engraved plates can be produced by us from these drawings. No cut will be made for less than \$4, the cost depending upon the size of the cut.

### Term of the Patent

Patents are granted in this country for the term of seventeen years and no longer, during which time the patentee has the exclusive right to make, use, and sell the patented invention.

Your patent, therefore, gives you a legalized monopoly on your idea and enables you to restrain the manufacture, sale, or use in any way of your idea by others for the term of seventeen years.

### Time Necessary to Secure a Patent

It is impossible to state with certainty the time required to secure the allowance of patents. This varies with the division in the Patent Office to which the application is referred. There are thirty-eight of these divisions, and each one is more or less in arrears with its work. It usually takes, however, from three to four months to procure a patent.

We make it a point to be prompt with our correspondence and preparation of the requisite papers and drawings. Each case is filed at the earliest possible moment, and as they are taken up for examination by the Patent Office officials in the order in which they are filed, there is absolutely no delay on our part.

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81. Inventions for the utilization of waste products, or by-products, resulting from the treatment of various articles or commodities in manufacturing, are always successful if practical and meritorious. For example, the numerous so-called "waste products" of the packing houses of Chicago and other places are turned to account, and are probably as profitable as the meat or principal product. In the same manner waste and by-products of soap factories, dye works, and numerous other establishments are utilized and made sources of profit. Inventions resulting in the utilization of such common waste products as ashes, furnace slag, sawdust, and oyster shells cannot fail to prove successful on the market.

82. The utilization of the sun's rays for mechanical purposes is now actively engaging the attention of inventors. The most practical apparatus

An attorney cannot hasten action in a case after it is filed in the Patent Office except by promptly amending the case responsive to all official actions. Our unusual promptness has enabled us to secure some exceptionally early allowances in a number of our clients' cases.

### Joint Application

Two or more persons may apply jointly for a patent if they are joint inventors. If one person is the inventor and the other only a partner, the patent must be applied for in the name of the inventor alone; but he may secure his partner in advance by executing a deed of conveyance so drawn that the patent will be issued in both names. It is of the greatest importance that the true position of joint applicants should be thoroughly understood by the attorney, in order that he may prepare the papers so as to properly protect the interests of both parties. If both applicants are inventors, they should both sign the application papers, but if they are joint owners merely, the inventor alone should sign the application papers, and assign the proper interest to the other party. A patent would not be valid in which one of the parties interested had signed the application papers without being a co-inventor.

### Manufacturing and Selling Before Issue of Patent

Every inventor has the right, when he has an application for patent pending in the Patent Office, to manufacture and sell his goods, and to mark them "Patent Applied For."

It is better, however, not to exploit your invention until your patent issues, as there is a danger of an interference being declared in the Patent Office. (See chapter on "Interferences.") Furthermore, in most foreign countries patents are granted to the first applicant, whether the inventor or not, and the inventor

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up to the present time is one recently tested in Southern California. It consists of a large reflector in the shape of an umbrella with the top cut away. The inner surface is lined with numerous small mirrors, which concentrate the sun's rays and direct them upon a boiler located within the reflector.

83. After centuries of use, the cork-closing bottles are passing slowly away, and rubber, metal, glass, pasteboard, and pulp coverings are taking the place of cork. Success awaits the inventor who hits the popular taste for a cork substitute. Fruit jars have long had patent tops; beer is seldom sold in any other way; and milk is now put up in bottles that have little covers of metal. Citrate of magnesia bottles have now a special stopper of their own. Rubber corks are made in great quantities, and glass tops

is likely to lose his right to obtain foreign patents thereon, as someone seeing his invention on the market in the United States may proceed to patent it in foreign countries.

### Obtaining Financial Assistance

Where an inventor has not the means to procure a patent for his invention he should first consult us regarding our Credit System. If unable to meet the liberal terms we will make him to suit his case, we would suggest that he endeavor to interest someone in his vicinity to whom he can personally explain the merits of his invention, and agree to assign to such person a part interest therein, in consideration of the fees necessary to secure a patent. When this has been effected we shall be glad to prepare the required assignment. Our Certificate of Patentability has been of great assistance to inventors without funds, as it gives the capitalists the necessary assurance of probable patentability to justify them in advancing the necessary money. In order to protect your interests while seeking to interest capital in your invention, we recommend that you forward us sketches and description, duly witnessed, of your invention, which we will place in our secret files, and in case an attempt should be made to pirate the invention, we would then be in a position to protect your rights to the utmost.

In seeking financial assistance we advise that you first approach friends or relatives and those in whom you have implicit confidence. Avoid the promiscuous disclosure of your invention before your application is filed; in fact, to be on the safe side have us file your application as soon as possible and take no chances.

### Assignments

An inventor may sell and assign his invention either before or after application for patent has been made, or after the patent has been issued. He may sell or assign any portion,

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to ordinary corks are made for the high-class drug and perfume trade. The mechanism now coming into use for the soda and beer bottles, and fruit jars as well, is the eccentric one in which a double wire loosely clasping the neck of the bottle, when pushed up, raises the stopper cleanly and easily.

84. There is a large fortune in store for some energetic inventor who will devise a bob-sled or the like having practical means of propulsion controllable within the confines of the body of the sled and departing from the usual gripping or traction wheel devices heretofore invented for this purpose. A valuable feature of construction in automobile sleds would be means for practically ascending grades or hills by step movement, and also to have the propulsive or operating mechanism capable of being thrown out of contact with the surface over which the sled is moved to adapt the latter

such as one-fifth or one-half interest in the patent, or a town, county, or State right, or he may grant the right to manufacture on a royalty. If assigned before the patent is granted, the purchaser will enjoy the right under the patent whenever it is issued. Trade-marks, copyrights, and labels can also be assigned.

Every assignment affecting the title of a patent, trade-mark, or label must be recorded in the United States Patent Office. Assignments of copyrights have to be recorded with the Librarian of Congress. Those who desire to have assignments of patents or licenses, or assignments for trade-marks, labels, or copyrights drawn in proper form and recorded, will please communicate with us, stating the full names and residences of the parties, the shares to be conveyed, the title of the invention, and if already patented, the date of the patent. Also remit \$5, which is the cost of preparing, filing, and recording the assignment.

### Contracts, Licenses, Etc.

We also prepare contracts, royalty agreements, State-right licenses, and any papers or documents in connection with patents, trade-marks, and copyrights.

Our usual charge for the proper preparation in legal form of a document of not more than one legal page is \$5.

### Transfers of Patent Rights

Closely related to the subject of how to sell a patent or certain rights thereunder is the subject of the different ways in which the rights under a patent may be transferred. This may be accomplished by a straight assignment, unlimited license, shop license, territorial grant or a royalty agreement. Which of these should be utilized depends on the circumstances

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to descend grades by its own momentum. Reliable steering devices for a sled of this class would also have to be provided.

85. Sooner or later the faithful tow-path mule will be emancipated. Attempts have been made to propel canal boats by the trolley system, but thus far without complete success. Two obstacles must be overcome before practical success is reached. One is the provision of means for maintaining the trolley in effective contact with the conductor, and the other the prevention of "side wash" or undue disturbance of the water which undermines the canal banks. The benefit to the shipping public which would result from a more expeditious canal service cannot be estimated.

86. In a railroad disaster in the tunnel of the New York Central Railroad great destruction of property and loss of life ensued from the explosion

surrounding each particular case. We will be pleased to advise our clients on this subject upon receipt of full information as to the particular conditions confronting them.

Our charge for preparing and recording ordinary assignments is \$5. In cases of more complicated agreements this charge is subject to slight increase, the amount of which our client will be fully advised on before we proceed.

### Copies of Patents

We can furnish our clients with printed copies of the specifications, claims, and drawings of any patent which has been issued and the supply of which has not been exhausted in the United States Patent Office, at a cost of 10 cents each. Remittance should be made with the order and the number of the patent should be given.

### Copies of Specifications and Claims Before Issue

Whenever a client desires typewritten copies of his specification and claims in a pending application, for the purpose of making others acquainted with his invention, or in seeking financial assistance with which to apply for foreign patents, we will be pleased to furnish same at a reasonable cost, which is \$1 in the case of an ordinary application of five pages or less.

In this connection we are able to furnish prints of the drawings in a pending application at a cost of 25 cents for every print of each sheet of drawing.

### Rejected Applications

After the filing of an application in the Patent Office, it is taken up for examination by the Primary Examiner in the regular order in which it was filed. He may either allow or

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of the Pintsch gas reservoirs. The use of gas is therefore shown to be as dangerous as the car stove, and the discovery of some illuminating means that will not tend to fire the same in the event of accident will prove to be a valuable invention.

87. There is great demand in eyeglasses for some means of practically securing the extremities of the nose-spring, the nose-pad arms, and the posts secured to the lenses which will resist accidental loosening and annoying movement of the lenses. Many attempts have been made to successfully arrive at this result, but they are all more or less disadvantageous, and the means heretofore used have been either cumbersome or weaken the strength of the parts which they engage. Everyone seems to have followed the old plan in the use of a screw, and if someone should devise a simple

reject the application. Rejection of the application may be based on either lack of patentable subject-matter, utility, or other causes having to do with the question of patentability. Rejection, however, is often due to lack of ability of the attorney in the presentation of the novelty and utility of the invention forming the subject of the application. An inventor who permits his invention to be presented to the Patent Office by an unskilled attorney simply invites repeated rejection of his application and can never expect the issuance of a patent having a scope commensurate with the novelty and value of his invention.

Our long experience especially fits us to handle rejected applications, for which other attorneys have failed to secure an allowance, with strong chances of favorable results.

Our charge for making an examination of the official Patent Office file of a rejected application, and advising as to possibility of favorable termination, is \$5. If you have had an application for patent rejected by the Patent Office it may be due to poor handling on the part of your former attorney, and perhaps we could secure a patent for you. Upon request we will forward you the necessary power of attorney, and upon the return of same, together with the above remittance, we will promptly make the necessary examination of your case and forward our full report. If we think that your application can be successfully terminated we will at the same time quote our charges for completing the prosecution of the application to a final determination.

If we find conditions with respect to the application favorable, we will at the same time quote our total charge of completing the prosecution of the application to a final termination. **If you order us to proceed, the \$5 paid for the examination will be applied on the total cost of completing the prosecution, and the examination in such an event would cost you nothing.**

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and positive means for securing the parts of an eyeglass without the use of screws, and without detracting in the least from the strength of said parts, immediate adoption of such device would follow.

88. Another promising field is that of single-rail railways, commonly known as "mono railways." There is room for great improvements in this class of inventions, both in the structure of the railway itself and in cars adapted thereto. Recent European experiments in mono-railways have demonstrated the wonderful advantages of single-rail tracks, both in speed and safety; and the near future may witness the practical development of this class of invention.

89. Prairie fires. This subject offers an opportunity for inventors to devise a machine for moving over the ground surface similar to a horse-rake

It is important that an inventor never attempt to prosecute his own application. If he does he will soon find himself completely swamped owing to his lack of experience and unfamiliarity with the essential features of the patent practice to master which requires years of experience and close application. The Patent Office recognizes the inability of inventors to prosecute their own applications as is evidenced by Rule 17 of its Official Rules of Practice, as follows:

**"Rule 17. An applicant or assignee of an entire interest may prosecute his own case, but he is advised, unless familiar with such matters, to employ a competent attorney, as the value of the patent depends largely upon the skillful preparation of the specifications and claims."**

### Reissues

If, by reason of a defective or insufficient specification, a patent is inoperative or invalid, provided the error arose from inadvertence, accident, or mistake, and without fraudulent intent, a reissue of the patent may be had for the unexpired part of its term.

At the time of making an application for a reissue, the original patent must be surrendered. The cancellation of the original patent takes effect from the date of the reissue. If the reissue is refused the original patent is returned on request and the patent stands as if no application for a reissue had been made.

Frequently reissues are more difficult to obtain than the original patent. However, if after a patent has been issued to the inventor, he feels that it does not carry the protection to which he is entitled, we will be pleased at a reasonable cost to advise him if a reissue, seeking to enlarge the scope of his patent, would be successful.

The Government fee for a reissue is \$30, and our Attorney's Fee, in ordinary cases involving one sheet of drawing, \$50.

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or cultivator, having means for burning the grass down to the ground for a space of about 8 or 10 feet in width, using gasoline to ignite the grass, and a train of steel brushes or other devices to extinguish the flame before it is permitted to spread, thus creating a fire guard.

90. No practical device has been discovered that will utilize the power of the waves and the tides. The main obstacle to success in getting the ocean into harness has been to provide a motor that would withstand a heavy surf. The latest attempt in this line proposes a series of submerged pistons worked on buoys, whose constant motion is expected to compress air.

91. Incandescent gas lighting approaches perfection in house illumination, and is now generally used. A serious drawback to this system of lighting, however, is the fragile and perishable character of the mantles

## Appeals

On many occasions an application is finally rejected by the Primary Examiner even though the inventor feels that same clearly presents patentable subject-matter. In such instances the inventor can still assert his rights by successive appeals to three higher tribunals as follows:

### Appeal to Board of Examiners-in-Chief

This board consists of three persons thoroughly qualified to review and determine the justice of the adverse action of the Primary Examiner. The final rejections of the Primary Examiner are reversed by the Board of Examiners-in-Chief in a large number of cases.

The minimum cost of an appeal to the board is \$25, representing the \$10 Government fee, and \$15, our Attorney's Fee, in usual cases.

### Appeal to the Commissioner of Patents

From an adverse decision of the Board of Examiners-in-Chief appeal may be taken to the Commissioner of Patents. The cost of this appeal depends upon the character of the case under consideration, the Government fee being \$20, and our minimum Attorney's Fee \$20, depending on the difficult nature of the work.

### Appeal to the Court of Appeals of the District of Columbia

From the decision of the Commissioner of Patents appeal may be taken to the Court of Appeals of the District of Columbia. In such an appeal the inventor must pay the docket fee

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employed. What is needed is a mantle which will not break in ordinary handling, or if accidentally dropped a distance of a few feet. Also one which will not melt or crack when exposed to the temperature of burning coal gas, and which will not become useless if bent out of its original shape.

92. Women are always on the outlook for curling tongs or irons, hair-curling devices generally, and other mechanical articles for the toilet. New ideas in corset, placket, glove, shoe, and hat fasteners command a ready sale. Simple attachments for belts which prevent sagging and displacement, and novelties in pocketbooks, cravat and necktie holders are very much sought after.

93. Novel and sensational advertising devices, especially for store-window displays, find ready sale.

of \$15, and in addition must pay the cost of printing the transcript of the entire record in the case, as well as our Attorney's Fee.

IN CASES WE PREPARE AND PROSECUTE APPEALS ARE RARELY NECESSARY, AND IN NO INSTANCE DO WE ADVISE APPEAL UNLESS THERE IS AN EXCELLENT CHANCE OF SUCCESS AND A DECIDED ADVANTAGE TO BE GAINED BY THE INVENTOR IF THE APPEAL IS WON.

### Interferences

An interference is a proceeding instituted for the purpose of determining the priority between two or more parties claiming substantially the same patentable invention.

Interferences are decided in favor of the inventor who proves that he was the first, of those cited, to display diligence in getting his idea before the public.

Various rules governing interference procedure are provided by the Patent Office, which, owing to their intricacy and purely technical nature, cannot be commented upon in a pamphlet of this size. There is no branch of Patent Office procedure which demands greater skill and care than does interference cases, because of their importance and technical rules of procedure as well as the difficult questions of law frequently involved.

Our fees in interference cases are subject to special contract.

### Infringements of Patents

The subject of infringement of patents is such an extensive one that we cannot attempt to cover same in such a small publication as this pamphlet. If you are interested to know whether a patent which you own is infringed, or whether you are infringing another's patent, you should write us and we will immediately

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94. Means for protecting shores which will prevent the undermining of buildings situated on the beach. Every year thousands of dollars are lost by reason of the breaking of the buttresses or breakwater, caused by high waters, which removes the foundation of buildings and causes the collapse and entire loss of the same.

95. A prolific field for the inventor is offered in the line of submarine vessels. Already the British and French Governments are building a number of vessels of this class. The patent rights in all countries, excepting the United States, for the Holland submarine boat, have been acquired by the Vicker & Maxim Company; and commercial activity in this line of invention has already begun.

96. A paste composition for friction matches, free from phosphorus,

take up the question with its particular associated circumstances and your interests in view.

### **Employer and Employee**

In the absence of a specific contract to that effect, the employer is not entitled to the patented invention of the employee. Employees are entitled to their own independent inventions; and this is so, even where the invention or discovery was made while receiving wages of his employer and using his tools. Nor does the simple fact that the inventor makes and patents an invention while receiving pay from his employer and using his tools give the employer a license to use the invention. The courts have held that they cannot enter upon an inquiry as to the justice or injustice of an inventor-employee's taxing his employer for the use of an invention made at his expense and with his materials if he proposes to do so. If, however, the inventor-employee should voluntarily permit his employer to use the invention or should he apply it in his employer's business, this will amount to a license to the employer to use it. If the improvement is a process, it has been held that the license will continue for the life of the patent; but if the invention pertains to a machine it is understood that only the specific machines which have been so made are licensed. Such a license is personal, not transferable, and in case the licensee is a corporation, the right will die with its dissolution.

The foregoing observations do not apply to cases where one is employed to invent improvements in manufactures or machinery, and it is agreed that the employer shall have the exclusive benefit of the employee's inventive faculties and such inventions as he shall make during the term of his service. In such case the employer is entitled to an exclusive license for the use of such inventions during the existence of the patent, and of any extensions, renewals, or reissues of the same.

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would revolutionize the manufacture of matches. The composition should offer such resistance to shocks and friction as to prevent apprehension of danger from explosions during the process of manufacture. It should also be free from chemical ingredients injurious to the health of those employed in the manufacture of matches.

97. An alloy for armor plate, and a process and apparatus for making the same. The question of obtaining armor plates for forts and war vessels which shall be able to withstand the heavy projectiles which are now used is occupying the attention of all the principal nations of the world, and any improvement in this class of inventions would be readily adopted.

98. For years various inventors have been attempting to secure a substitute for the razor. Recently a Frenchman thought he had solved the

Where a person has discovered an improved principle in a machine, manufacture, or composition of matter, and employs others to assist him in carrying out that principle, and they, in the course of experiments arising from that employment, make valuable discoveries, ancillary to the plan and preconceived design of the employer, such improvements in general are to be regarded as the property of him who discovered the improved principle, and may be embodied in his patent as a part of his invention. Persons employed, if they invent an improvement, are entitled to their own independent inventions; but where the employer has conceived the plan of an invention, and is engaged in experimenting to perfect it, no suggestions from an employee not amounting to a new method of arrangement which, in itself, is a complete invention, is sufficient to deprive the employer of the exclusive property in the improvement.

If an employer desires to secure the inventions of his employees he should do so by a specific contract. If an employee intends to save himself the whole right in an invention, and not to give his employer a license to use the same without payment of royalty, he should be careful not to put his invention to use in his employer's business, or allow his employer to use it without a definite written agreement made beforehand. These precautions on the part of employers and employees will save much trouble, misunderstandings, and litigation.

### Prosecuting Cases Filed by Other Attorneys

Frequently inventors write us regarding the prosecution of cases which have already been filed for them by some other attorney whose services are not satisfactory.

In such cases you should write for our blank "Power To Inspect," which will be promptly sent you to be filled in, signed, and returned to us. On receipt of this paper we will promptly

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problem, but after his device and an electro-chemical combination had been used in the barber shop a few days, the customers discovered that the instrument burned and blackened their chins, and the inventor was obliged to flee before their rage. Nevertheless, there is a fortune for the inventor who discovers a harmless substitute for shaving.

99. Novel devices or structures, on the order of merry-go-rounds, toboggan slides, and the Ferris wheel, for use at summer resorts, fairs and expositions, are always in demand, and, as a rule, are very profitable. The most recent inventions in this line are the centrifugal railway, in which a car describes a circle, and is maintained on the rails by centrifugal force; the "aquarama," or voyage on the rivers of the world; and the "hotel topsy-turvy," in which everything appears to be reversed, or upside down.

inspect your case in the Patent Office, advise you of the true condition thereof, and quote our charge for properly completing its prosecution.

We are proud to say that we have been successful in the prosecution of cases where other attorneys have failed, as in the case of Mr. Augustus Belotti, of 57 Gray Street, Amsterdam, N. Y.

### Patents for Compounds, Etc.

Cleaning and polishing compounds, cements, metal alloys, soaps, leather dressings, fertils and medicines, hair dressings, cosmetics, ointments, and the like; in short, all useful liquid and solid mixtures may be patented.

Instances can be multiplied wherein patents of new discoveries in this line of invention have made millionaires of their owners. Patented medicines such as "Green's August Flower," "Perry Davis' Pain Killer," "Ayers' Cherry Pectoral," "Hood's Sarsaparilla," "Paine's Celery Compound," and many others are examples, while useful compounds like "Sapolio," "Electro-Silicon," "Rising Sun Stove Polish," and "Ivory Soap," are "household gods" in our own and foreign lands and have netted immense fortunes.

The total cost of a patent in this class of cases is \$70, \$35 of which is the attorney's fee, and upon receipt of that amount, together with a **statement of the quantity and name and particular purpose of each ingredient used and the manner of compounding same, as well as a statement of the use of the complete preparation**, we prepare the application papers complete, and forward same for your approval and execution, to be returned to us with the first Government fee of \$15. The final Government fee of \$20 may be paid any time within six months from the date of allowance.

Double protection and business advantage is secured by

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100. Novelties in culinary utensils, or labor-saving devices for the household, like egg beaters, vegetable parers, can openers, coffee pots, window or floor cleaners, tack pullers, carpet stretchers, sweepers, cleaners and beaters, dusters, polishers, cabinets, and flour and ash sifters, are generally salable.

101. A simple device for tightening woven-wire bed springs. Anyone who has used these kinds of bed springs knows that in a short time the wire stretches or springs, causing a sagging in certain parts of the bed. A device which will provide means for overcoming this objection is very much desired.

102. A druggists' prescription file which will enable prescriptions to be compactly filed away in regular order, kept clean, and at the same time

also adopting a trade-mark and registering the same in the United States Patent Office.

Term of patent, seventeen years.

Term of trade-mark, twenty years.

### Design Patent

The law authorizing the issue of design patents is very broad. These patents may be granted to any person, who, by his own industry, genius, effort, and expense, has invented or produced any new and original design for a manufacture, bust, statue, altorelievo, or bas-relief; any new or original design for the printing of woolens, silk, cotton, or other fabrics; any new and original impression, ornament, pattern, print, or picture to be printed, painted, cast, or otherwise placed on or marked into any article of manufacture; or any new, useful, or original ornamentation of any article of manufacture, the same not having been known or used by others before his invention or production thereof, or patented or described in any printed publication.

All new designs should be protected. Design patents for the pattern of a machine, or designs on a machine, can be secured in addition to a mechanical patent for the machine itself. These patents are never issued for mechanical devices but only for ornamental features.

In a number of instances large business interests have been built up with a design patent as a basis.

Design patents have been liberally construed by the courts. They hold that such a patent covers not only what is shown in the patent, but also those things which have a near enough resemblance to appear the same to ordinary observers.

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rendered quickly accessible for several years back, so that any desired prescription may be readily found, removed, and replaced without disturbing others.

103. A practical machine for scaling fish is also an invention which ought to prove successful, as this work is now done altogether by hand. In large establishments for the handling and canning of fish some rapid and labor-saving means for removing the scales or cleaning fish are demanded.

104. A wash basin having means for closing and opening the discharge therein without the necessity of inserting the hand into the water contained in the basin. Some simple device which will take the place of the ordinary plug and chain, and will add little or nothing to the expense, is what is desired.

The total cost of a design patent, including Government and attorney's fees, and one sheet of drawing, is:

	<i>Attorney's fee.</i>	<i>Government fee.</i>	<i>Total.</i>
Patent for 3 1-2 years . . . . .	\$20.00	\$10.00	\$30.00
Patent for 7 years . . . . .	20.00	15.00	35.00
Patent for 14 years . . . . .	20.00	30.00	50.00

### Trade-Marks

The new Trade-Mark Law passed by Congress, and which went into effect April 1, 1905, makes it imperative for every one who values the protection of his trade-mark to register under this law.

Under its terms, all trade-marks, whether registered at Washington or a bureau, must be re-registered at Washington in order to obtain protection under the new law.

Heretofore injunctions of courts did not apply outside the immediate section where they were granted. Under the new law, an injunction once secured in any Federal court extends its force throughout every State and Territory in the Union.

It is further provided that before granting registration the Commissioner shall cause the trade-mark to be published at least once in the Official Gazette of the Patent Office, and any person who believes that he would be damaged by the registration may oppose the same by filing notice of opposition, stating the ground thereof within thirty days after the publication of the mark sought to be registered.

The latter provision enables the true owner of the trade-mark to prevent his right to its exclusive use from being jeopardized by the registration of the same or a similar mark by an applicant who may not be entitled to registration.

The right of appeal is provided, the same as in the case of applications for patents, from an adverse decision of the Exam-

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105. Owing to the destruction of forests, and the growing scarcity of wooden ties, a demand has arisen for a substitute. Metal ties have been used for some time on European railways. It would seem that some kind of a hollow steel tie, filled with cement or some other practical construction, would fill the need.

106. One of the things which the average street railway manager is in search of is a satisfactory convertible car, which will save him the necessity of doubling his equipments and of providing storage room for the closed cars in summer and the open cars in winter. Experiments should be along the line of convenient disposition of the seats and the replacement of the ordinary side curtains which are of very little protection in wet weather. Some simple means of temporarily collapsing or throwing out of use of window

iner of Trade-Marks or the Examiner of Interferences, as the case may be, to the Commissioner in person, and from the Commissioner to the Court of Appeals of the District of Columbia.

The life of a certificate of registration is changed from thirty years to twenty years, but the certificate of registration may be renewed from time to time upon certain conditions, and upon the payment of the required fee. The Government fee for registration is reduced from \$25 to \$10.

Registration will afford *prima facie* evidence of ownership, and any person using any registered trade-mark without the consent of the owner thereof will be liable for damages, and on the rendition of a verdict for the plaintiff, the court, in its discretion, may enter judgment for three times the amount of such verdict.

The new law affords additional remedies and more complete and adequate protection, and in order to give the owners of trade-marks previously registered the enlarged benefits under the new law, the act makes provision for the re-registration of said trade-marks upon payment of the fees.

Provision is made for the first time for registering trade-marks used solely in interstate commerce, and the new law is so far-reaching and complete in its protection to lawful trademark owners that registration of a trade symbol or mark will prove of great value from a commercial standpoint.

A trade-mark may consist of any non-descriptive word or words, sign, symbol, picture, autograph, monogram, or any combination of any or all of them. Descriptive words cannot be registered. For instance: "Washing Soap" or "Can Corn" could not be registered, but descriptive words combined with non-descriptive words may be registered; thus, "Eureka Washing Soap" and "Excelsior Can Corn" are properly registerable.

Sometimes words which are descriptive are combined in a single word and phonetically or fancifully spelled, and in

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sections so that they may be readily drawn into operative position will be a step in the direction of solving the problem.

107. Anyone who can invent a process which will save half a cent a ton on the present system of loading coal into ocean steamers should be able to sell his invention for a very large sum. Among the great needs of the Navy is some easier method of coaling ships at sea from colliers, especially when the sea is rough. A method that would accomplish this result with more ease than it is now accomplished would do as much to improve the efficiency of a fleet of battleships as would an improvement in the making of armor or the invention of a more efficient gun than is now known.

108. Liquid blacking is much more convenient to apply to boots or shoes than the solid blacking or paste, but most of the devices for handling it

# SAPOLIO

## Old Dutch Cleanser



# Uneeda

### THREE WORLD RENOWNED TRADE-MARKS

The above Trade-Marks are known to practically every man, woman and child in the United States. The aggregate value of these marks is computed in the millions. Other valuable trade-marks are, Royal Baking Powder, Cascarets, Gold-Dust, Wooltex, B. V. D., etc.

such cases they usually constitute a valid trade-mark, but it is the figure or emblem that makes the mark valid. A word can be adopted for the trade-mark which is suggestive, but not descriptive, and this is often the best kind of a mark for particular kinds of goods. The mere name of the applicant can not be registered, but his name, together with a device or design, etc., is entitled to registration. Geographical names can not be trade-marked.

A trade-mark need not be new or original, but it should be new to the purpose to which it is applied. Thus a trade-mark on "The Rising Sun," applied to flour, would not prevent the registration of the same words as applied to stove polish.

Persons desiring to know whether certain words or devices can be registered should send us a copy or description of the mark and the class of merchandise on which it is used, including a particular description of the goods comprised in such class. Five dollars should also be sent as a guarantee of good faith with the above data. We will then make a search of the trade-mark records in the United States Patent Office and send a full report of the result of the examination. We will not make any charge for this search if a trade-mark is registered through us, but will credit the \$5 advanced on our fee.

In order that we may be enabled to prepare the application papers we should be furnished with the name of the owner, and if a firm be the proprietor, the names of the individual members thereof, their residences, and places of business. Five specimens of the trade-mark as used must be filed with the specification and drawings in the United States Patent Office. The right to the use of a trade-mark is assignable in writing and such assignment should be recorded in the Patent Office. We prepare these assignments, the cost of preparation and recording being \$5.

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hitherto produced are not easy to manipulate, the common practice being to apply the liquid with a sponge attached to a wire inserted in the cork of the bottle. Attempts have been made to arrive at a successful use of liquid blacking in connection with the brush, but like most original inventions this class is subject to a wide range of improvements and affords an opportunity for an inventive mind to produce a simple and effective brush construction for applying liquid blacking.

109. Any improvement tending to the amelioration of the condition of those who delve in the bowels of the earth for their bread would be a boon to humanity. The prevention of explosions from fire damp, and the purification of the unwholesome atmosphere of the mines, are subjects worthy of the attention of the thinker and inventor, not only from the humane stand-

### Cost of Trade-Mark

The Government fee in each case is \$10, while our fee, including one sheet of drawings and the preparation of the necessary papers, is \$20 in original cases, and \$10 in cases where application is made for re-registration.

### Trade-Mark Must be Used Continuously

A trade-mark is good only so long as it is used, and it must be used continuously by the owner in business, and the owner must have for sale the goods bearing the mark.

### Copyrights

The author, inventor, designer, or proprietor of a book, map, chart, dramatical or musical composition, engraving, cut, print, photograph, or negative thereof, or of a painting, drawing, chromo, statue, statuary, or of a model or design, and the executors, administrators or assigns of any such person, may obtain a copyright therefor; and such authors, inventors, designers, or proprietors, and their assigns, shall have the exclusive right to produce, dramatize and translate any of their works for which copyright shall have been obtained under the laws of the United States.

To obtain a copyright, the application must be filed with the Librarian of Congress on or soon after the day of publication, and two copies of the article or book must be delivered to the Librarian at the time of filing application.

Our entire charge for obtaining a copyright is \$5. Copyrights, like mechanical patents, may be assigned to another party, and our charge for preparing and recording such assignment is \$5.

The term of a copyright is twenty-eight years. If the work to be copyrighted is in manuscript form and requires prepara-

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point, but also from a business point of view. Mine owners are quick to adopt practical ideas looking to the comfort or safety of their operatives, or adapted to facilitate the work of mining.

110. A mechanical device or machine for plucking feathers from fowls would form a commercially valuable invention if constructed to operate efficiently and practically. Such a machine should comprise means for completely removing the feathers and ejecting the fowl from the machine thoroughly picked and ready for dressing.

111. A device by means of which a hat, coat, or umbrella may be hung up with security from thieves is something which has not yet been successfully developed. An effective and comparatively simple invention in this line would be one of value, and one which would be readily adopted. Secu-

tion before being filed with the Register of Copyrights, our charge for preparation will depend upon the amount of work required.

Write us freely for information in regard to your particular case.

### Labels and Prints

Labels and prints for every kind of article of manufacture may be secured to the proprietor thereof by registration in the Patent Office if they are the result of that degree of intellectual labor contemplated by the constitution and the copyright laws.

A print is a pictorial illustration designed to be used for articles of manufacture to serve as an advertisement thereof. Prints may be impressed or stamped upon articles of manufacture, or upon a piece of paper to be attached to such articles, or to bottles, boxes, or packages containing them.

Labels consist of devices or words intended to indicate the things to which they are attached. Both prints and labels, in order to be entitled to registry, must be intellectual productions in the degree required by the copyright law.

Under the rules of the Patent Office, a print or label cannot be registered if it bears a device capable of application as a trade-mark until after such device is registered as a trade-mark.

Our charge for effecting registration of a label or print is \$20 which includes the Government fee of \$6. We should be supplied with ten copies of the label or print to be registered.

### USEFUL FACTS ABOUT PATENTS

There are certain useful and important facts relating to the legal rights of patentees which most attorneys fail in their literature to set forth, and we give a number of such facts here for our patrons.

If an invention is protected by patent in one country it cannot be manufactured in another country and imported, sold or used without license from the patentee.

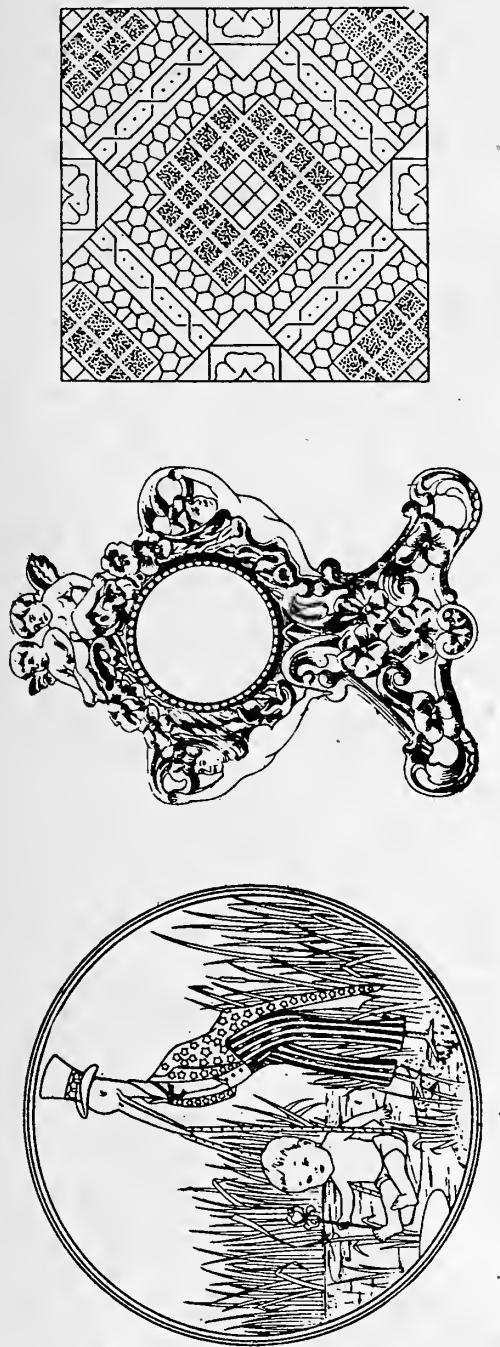
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riety is the prime consideration, but expense and ease of manipulation are factors not to be ignored.

112. One of the most profitable fields of invention at the present time is a smoke consumer for stoves and furnaces. If one knows the composition of smoke and understands that it is merely unconsumed flakes of carbon floating in non-combustible gases he need not be a chemist to see that smoke abatement is merely a question of fuel. If soft coal was perfectly consumed the gases that escape through the chimney would be colorless; that is, there would be no carbon or soot in them and hence no smoke. It is obvious that this line of invention lays open a valuable territory and encourages inventors to experiment and to cover by patent every field relating to improvements in stoves and furnaces with this end in view.



## PATENTED DESIGNS

The above patented designs are characteristic of the kind of matter which may be protected by United States Design Patent. No. 1 is a design used in connection with infants' apparel; No. 2 is a design for ornamental clock; and No. 3 a design for linoleum or floor covering. All the above are protected by United States Design Patent.

The law requires that a manufactured article, if patented, must be so marked, and the customary manner of marking is to follow the word "patented" by the date of the patent. No legal right exists permitting the use of the mark "patented" before the patent is actually issued. Official notification that an application for patent is "allowed" does not therefore convey this right.

The law attaches a penalty of \$100 for each offense for the fraudulent use of the mark "patented."

If an application for patent is on file, but not allowed, the invention must bear the mark "patent pending" or "patent applied for" if manufactured and sold.

A license cannot be transferred unless the instrument itself embodied a stipulation making it transferable.

No one has the right to make a patented device without authority from the patentee, even though the maker would construct the machine solely for his private use and not for sale.

After a patent has expired it cannot be renewed, except by act of Congress.

A reissue is one granted to the original patentee, his legal representatives, or the assignee of the entire interest, when the original patent is invalid or inoperative by reason of a defective or insufficient specification, or by reason of the patentee claiming as his invention or discovery more than he had a right to claim as new, provided the error arose through inadvertence, accident or mistake, and without any fraudulent or deceptive intention. Matter shown and described in an unexpired patent, and which might have been lawfully claimed therein, but which was not claimed by reason of a defect or insufficiency in the specification, arising from inadvertence, accident or mistake, and without fraud and deceptive intent, cannot be subsequently claimed by the patentee in a separate patent, but only in a reissue of the original.

(These facts relative to reissue of patents are set forth at length, in view of the common mistake made by inventors in construing a reissue to mean an extension of the patent.)

A patent cannot issue to a deceased inventor, but to his legal representative.

Inventions of deceased inventors may be patented by the legal representative making application therefor in due form.

An abandoned application is no bar to a new application for the same invention by the same applicant.

When one of several distinct inventions described and shown in an application is not claimed therein, the issue of a patent on such application presumptively dedicates the unclaimed invention to the public.

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◆ ◆ ◆ ◆ ◆ **WHAT TO INVENT** ◆ ◆ ◆ ◆ ◆

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113. Notwithstanding the wonderful development of improvements in railway construction and equipment during the past quarter of a century, this field of invention is still an attractive one for the inventor. With respect to the locomotives, economy in fuel is an important consideration, and inventions looking to the consumption of the products of combustion, and the arresting of sparks and cinders, are in demand. Improvements which increase the safety of trains are also of value, and, if practical, can be readily placed. In connection with railway inventions, it may be suggested that apparatus for weighing the cars of a train with reasonable accuracy while moving either separately or loosely coupled, is something which railway companies need, and would doubtless promptly adopt. Car heating and ventilation, devices for improving the roadbed and track

After an applicant has himself prosecuted his application to final rejection and has then placed it in the hands of an attorney, the examiner will be warranted in re-opening the case for the admission and consideration of substitute specifications apparently presented in good faith and for the purpose of securing for the inventor that to which the attorney believes him entitled.

One who employs another to make an invention for him does not thereby become entitled to apply for and receive a patent on the invention, whatever may be his equitable rights in the invention and patent of his employee.

Invention does not lie in an abstract idea of the desirability of uniting several old machines into one, but in conceiving definitely of a single organized and complete machine containing a combination of instrumentalities which perform the several functions of the old machine.

An application for a patent to be issued to joint inventors must be signed and sworn to by all the inventors and an application for such a patent made by only one of such inventors cannot be entertained, even although the other of such inventors already has a sole patent for the same invention and refuses to join in a joint application.

Two may properly take out a patent as joint inventors when one of them originated the leading principles and the other exercised inventive talent in perfecting it.

An inventor may adopt minor improvements in his invention, which are suggested by another, and the latter does not thereby acquire any interest in the invention.

The Patent Office cannot permit the record of an application once filed to be in any way altered by so radical a measure as the removal of one of its parts, as by the transfer of drawings, to a substituted application.

When all the parts of an application except the fee have been deposited in the Patent Office, they will not be returned to the applicant.

Patent will issue jointly to an assignee and applicant when the latter so requests in the recorded assignment.

An assignment regular on its face and regularly recorded must be considered an absolute assignment until cancelled upon the written consent of both parties, or upon the decree of a competent court.

In order to give an employer a right to an invention of an employee, on the ground that the latter was employed to invent it for the benefit of the former, it must very clearly appear that such was the condition of the employment.

If a person once conceives the main idea of an improvement, valuable minor results contributed by a workman in reducing the invention to practice without rejecting the original idea and proceeding upon a wholly distinct and separate plan, belong to the former as a part of his invention.

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structures, are all subjects to which the inventor can profitably direct his ingenuity.

114. A reliable automatic gas governor, which may be attached to a meter for regulating the flow of gas through the meter, and preventing the waste thereof. Most of the devices of this kind now on the market are unsatisfactory, because they require constant attention and become inoperative after having been in use a short time. A simple, inexpensive, and effective gas governor would meet with a ready sale.

115. To penetrate the fog of the sea has always been and still is a problem, and a fortune awaits the solver of this problem. Audible signals, such as alarm whistles, have been insufficient, and a new idea must be evolved in which the audible signal will be eliminated or combined with other safe-

When all that is new and patentable in a device is embodied by an employee at the express direction of the employer and according to his ideas, the invention is that of the employer.

It is a well-established principle that an inventor has the right to employ the mechanical skill of others to carry out his ideas without forfeiting his right to the invention.

An earlier conceiver, by merely making a model and showing it to some persons, afterward doing nothing more, does not give or abandon the invention to the world so as to deprive a subsequent conceiver of his right to a patent.

The prompt filing of an application is evidence that a reduction to practice was successful.

An inventor who, after reducing his invention to practice, deliberately conceals it from the public, is not entitled to a patent as against one who during such concealment has independently invented the same thing and has patented it in good faith and in ignorance of the fact of invention by the first party.

He who merely suggests that an invention may be made and furnishes the means to do it is not the inventor as against the mechanic who devises the practical method of making the invention.

He who employs an old device in a new or modified way to produce a new and useful result must be regarded as an inventor.

Where one is first to conceive an invention, but throws aside all evidence of the conception, makes no effort to complete or introduce the invention to the public, and delays making application for a patent until another has brought it into extensive use, has no standing as an inventor.

The law does not look with favor upon a party who withholds the knowledge of his invention from the public by a negligent postponement of his claim until others have made and introduced the same.

He is the real inventor and entitled to the patent who first brings the machine to perfection and makes it capable of useful operation, although others may have previously had the idea and made some experiment toward putting it in practice.

### **The Sale and Promotion of Patents**

The question uppermost in the mind of practically every inventor is "How am I to derive financial benefit from my invention after I secure my patent?"

This is only natural as the incentive which spurs most



guards. While no specific suggestion can be afforded, it is probable that electricity will play an important part in the successful working out of this important matter.

116. There is an actual demand for a simple, inexpensive voting device, adapted for the use of legislative bodies. The adoption of such an invention by the Congress of the United States has been agitated for some time, and has probably only been delayed by the non-appearance of a voting machine or system answering the requirements as to simplicity, accuracy, and expense. It requires about forty-five minutes to call the roll in the House of Representatives, and the time and expense thus involved in the course of a session can readily be estimated. The inventor who solves this problem will be amply rewarded.

persons to inventive activity is the chance of rich financial reward such as has been won by many another inventor, and is always waiting to be claimed by the inventor of some successful and needed new device or improvement of merit and utility.

It is perhaps safe to say that ordinarily not one inventor in a hundred has the remotest idea of the methods usually employed in

### Turning Patents into Cash

and we hope to throw sufficient light on the subject to enable inventors to realize that there is no secret about it—that there is an enormous and constant demand for inventions and that every inventor has an equal chance of disposing of his patent if his invention possesses sufficient merit and is properly brought to the attention of those persons most likely to be interested in its purchase.

Many inventors make the mistake of attempting to sell their invention before even applying for a patent thereon. Nothing could be more futile or dangerous, as we have yet to make the acquaintance of a reputable concern which would think of investing its money in any invention until application for patent has either been filed in the Patent Office, or definitely allowed and patent actually issued.

Such a step would be as foolish as purchasing a piece of real estate without first having the title guaranteed by an expert in such matters.

Aside from the danger you run, of having your unprotected invention stolen from you, it is positively a waste of good time and effort on your part to attempt to sell your invention before your application for patent has been filed in the Patent Office.

Having a keen interest in the success of our clients who have become possessed of patents through our efforts, we have made an exhaustive study to ascertain the most effective

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117. To scrape a ship's bottom without the delay and expense of dry-docking presents a problem to inventors, the solution of which will mean profit to the originator and a revolution in marine repairs. The fouling of ships by barnacles and sea waste is a source of constant concern to navigators, and the expense of dry-docking is an important item. To free ships from the incubus of the sea has always been a thing desired, and sooner or later a practical method of accomplishing this while the vessel is afloat may be devised.

118. Wheels, axles, bridges, and rails have all been strengthened to carry their increased loads; but, strange to say, the splices which hold in place the ends of the rails, and which are really short-span bridges, are now the weakest part of the railway. The angle-bar splice has but one-third of the

course to be pursued by inventors in order to make an advantageous sale of their patents. After considering a large number of ways of bringing a patented invention to the attention of prospective buyers, we have reached the conclusion that this end can be most quickly and easily reached by two methods which stand head and shoulders above all others, that have been considered, and which offer splendid chances of success if persisted in.

First. Personal presentation of the invention by the inventor to those manufacturers, financiers, and other persons known to be interested in devices of the class covered by the inventor's patent, and in whom the inventor has full confidence, such confidence to be based on the well-known business reputation of the parties. As a rule, an inventor will find these classes of people very receptive, and always willing to consider the purchase of protective improvements in devices, which will enable them to produce their wares more cheaply, or of better quality, as they thereby secure a monopoly of a cheaper, superior, or improved article in the competitive fight for business.

Second. That of conducting correspondence with established manufacturers who produce articles of the class to which the patent relates. This course is extremely advantageous to inventors who feel that they do not possess sufficient qualifications to properly present their inventions by personal solicitation and who do not feel inclined to trust others with such an important duty. A properly worded letter addressed to a responsible manufacturer, setting forth the practical and meritorious advantages of the patent, together with a copy of said patent, will most invariably demand attention.

In this connection our clients have at their disposal the services of our Advertising Department to assist them in the

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strength of the rail, and its strength cannot be increased, owing to its want of depth. Joints go down under every passing wheel, and the ends of the rails wear out long before the rest.

119. The electrical storage battery is the generator of the immediate future. The brush battery employs lead plates which necessarily require a considerable generation for their own transportation. The weight of the battery is its barrier to commercial success. The new Edison battery, which is the most recent improvement in this line, substitutes thin steel plates for lead, and the plates are perforated to receive cells containing compressed parcels of mixed iron and graphite for the positive electrode, and nickle and graphite for the negative electrode. The electrolytic fluid is a solution of potash, which does not affect the containing vessel and pre-

proper preparation of forceful, convincing letters or printed matter for use in approaching prospective purchasers.

### Approaching Your Purchaser

In some instances it is necessary, in presenting an invention for consideration, to submit a complete working model of the device so that its operation may be fully demonstrated.

Frequently, however, a blue print of the original drawing, *such as we furnish free to our clients*, and a copy of the specification and claims as filed in the Patent Office or, if patent has issued, a printed copy of the patent, is all that will be required. Inventors are especially cautioned against submitting rough, unprofessional looking sketches and vaguely written descriptions to prospective purchasers, as in all probability they would not be considered and might injure their chances of possible future business.

Genius and business ability do not, as a rule, travel hand in hand, hence we seldom discover inventors, artists, authors, etc., possessed of the business ability which must usually be injected into any undertaking before it becomes a financial success.

It is for this reason that we have undertaken to aid our clients in disposing of their patent, if possible, and now offer the hearty cooperation and assistance of our competent organization in assisting clients to properly present their patented inventions to those manufacturers, promoters and others most likely to consider their purchase.

The greater part of this service is rendered gratis to our clients, in the hope that many of them will be successful in disposing of their patents to the utmost profit and advantage to themselves, but is not intended in any way as representing

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serves its quality. It is claimed for the battery, as a result of prolonged and severe tests, that it will render two or three times as much service as the same weight of the ordinary lead battery.

120. During the past few years a new field has been opened for inventors. To produce realistic stage effects, mechanism is required, and a number of patents have been recently granted in this line of invention. Examples of these are the patents of Neill Burgess on mechanism for producing the horse race in the "County Fair," and the apparatus employed in the play of "Ben Hur" for the illustration of the chariot race. Any invention of merit in this line will be readily adopted, and perhaps no class of patented devices is more profitable.

121. This field has been extensively exploited, but new toys are always

that we guarantee the sale or disposal of inventions on which we secure U. S. Patent.

### Usual Terms of Purchase

Various manufacturers offer various terms of payment for inventions which they consider available for their use.

Sometimes the patent on an invention is bought outright for a stipulated cash consideration and the inventor relinquishes all his rights in and to his invention.

Frequently the manufacturer agrees to make and sell the invention and to pay the inventor a royalty or percentage on each article sold. This is the best plan if the invention proves to be a commercial success and finds a ready, steady sale.

Perhaps the inventor may go into partnership with others to make and sell his invention, in which case he assigns his patent to the partnership in exchange for a stipulated interest or share in the business.

A popular plan is to organize a Stock Company or Corporation, in which case the inventor usually receives stock in exchange for his patent. If the concern becomes successful, this stock may become very valuable and yield substantial cash dividends. Many of the huge corporations of today had as their foundation some meritorious invention which was properly protected by U. S. patent, for example, The American Telephone and Telegraph Co., The Victor Talking Machine Co., The Ford Motor Co., The Mergenthaler Co., The Lanston Monotype Co., and many others.

Still other inventors, especially where their invention consists of some simple, inexpensive device, have found it profitable to do their own manufacturing, and either entrust the selling to some sales organization or handle that, too, themselves. Fortunes are being made on simple patented novelties and special-

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in demand. Simplicity is to be kept in view in toys, as the cost of manufacture is an item of first importance. However, in the line of electrically operated toys which convey an elementary knowledge of electricity the cost is of secondary consideration, novelty and originality being the essentials. In Germany the manufacture of toys is an important industry, and it is also an item of importance in this country. As expensive plants are ordinarily not required for the manufacture of toys, patents in this line are easily marketed.

122. A fortune awaits the man who will invent a good substitute for leather. Nobody has yet succeeded in approaching it, unless it be an inventor who has patented a fabric which he proposes to use, in particular, as a material for the inner soles of shoes and boots, though it may be em-

ties which may be manufactured at low cost and sold at from 25 cents to \$5.00, at a large profit, and there is always a steady demand for such inventions if possessing sufficient merit.

### Our Lists of Patent Buyers

It is part of our regular business routine to keep in touch with manufacturers, promoters, investors and other likely purchasers of patents in order to have on hand at all times a list of parties who have actually signified in writing their desire to consider patented inventions for possible purchase.

This list of Patent Buyers is an ever-increasing one and its possible value to our clients cannot easily be overlooked by the inventor who desires assurance of real, earnest sales-help after the issue of his patent.

After we have filed your application in the Patent Office, we will send you, upon request, a copy of this general list of patent buyers, being names and addresses of firms who have either corresponded with us relative to the purchase of patents, or whose names, as such, we have been able to secure from other sources. This list will be confined as nearly as possible to concerns interested only in the line to which your invention belongs; thus considerable time and expense is saved.

If this general list should be insufficient in your case, we can prepare *special* lists of manufacturers in the line to which your invention belongs, for a very nominal sum, depending upon the number of names you desire. In this way you may get into direct communication with parties likely to be interested in your invention.

Any advice you may desire as to the best method, in our opinion, of approaching possible purchasers, will be given free of charge.

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ployed for other purposes. It resembles what is known as split sole leather, but is much cheaper, and claims to be superior, being waterproof, as well as stronger. The manufacturer of this imitation leather uses the fine sole-leather dust given off by the buffing rolls used upon sole leather. Hitherto this dust has been a waste product, but the new invention combines it with gum and employs it in this shape to form a coating on one or both sides of canvas or other similar fabric. As it dries a sprinkling of dry leather dust is added, and the fabric thus treated is passed between rollers, so as to cause the leather dust to be firmly imbedded in the fabric and combined with it.

123. Inventors keep pace with the times, and encourage new "fads." This is demonstrated by the large number of patents recently granted on

### **Listing in the Official Patent Office Gazette**

It is worth mentioning that as soon as your patent has been issued by the Patent Office it will be listed in the *Official Gazette* of the United States Patent Office, together with an illustration taken from your official drawings. This *Gazette* is the largest and most important patent publication, is issued by the Government and has a tremendous circulation among manufacturers, promoters, and inventors all over the world.

The *Official Gazette* is subscribed to regularly by hundreds of the largest manufacturers throughout the world in order that they may keep informed as to the new inventions and arrange with the patentees to purchase those which may be of particular value to them.

In our opinion this listing of your patent in the *Official Gazette* far eclipses any form of newspaper or magazine advertising, and, in conjunction with the conservative but thoroughly practical service enumerated above, should eventually produce results in a fair average of cases.

We wish to impress upon inventors that the successful disposal of a patent is not always accomplished in a week or a month. Many inventions, figuratively speaking, are ahead of the times. They are so far in advance of the present state of progress that their real worth is not recognized until several years after the issuance of the patents on same. But depend upon it, a meritorious invention will eventually score, and score heavily. All you have got to do with a meritorious invention at your back is to keep everlastingly at it, and you may rest assured that we will gladly cooperate with you in any way we can, in helping you dispose of any patents we secure for you.

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golf sticks and paraphernalia used in the game of golf. The latest diversion in men's apparel is the shirt waist, and this demands a substitute for suspenders. The belt has been universally adopted for summer wear by men, but it falls short both in appearance and comfort. The lucky inventor who devises a satisfactory substitute for suspenders will reap a rich harvest.

124. The greatest inventions are not necessarily the most profitable. Small articles which may be cheaply made, and sold at a small price, are usually the most ready producers of profit. The public demands novelties, and the inventor must supply them. It may be a difficult matter to find a manufacturer and capitalist to promote a complicated machine, however meritorious, but comparatively easy to place a patent for a simple novelty which may be manufactured at little expense.

### Important

A poorly prepared patent with narrow, weakly drawn claims is not easy to sell at any price, and it is vitally important that the specification and claims in *your* patent be carefully and properly prepared by an expert such as we employ exclusively.

"Waters' patents are protective patents" because we aim in every instance to secure the allowance of the broadest possible claims for our clients in order to maintain the splendid reputation we have already established among inventors throughout the country.

### The Value of Attorneys

The inventor will see the advantage to be derived from placing his business in the hands of only those who are specially skilled in patent work and its numerous branches.

The inventor should never endeavor to prepare his own application. He is apt to leave valuable features of his invention unclaimed, and attach undue importance to some immaterial feature. Although he may have a good education, and a quick perception, and some knowledge of patent matters, he cannot have the necessary experience to insure absolute accuracy. This work should be done by a skilled and experienced patent lawyer. A claim properly drawn may mean wealth to the inventor, whereas one improperly drawn generally means the total loss of the invention.

So important are the services of a reliable, trustworthy, and skillful attorney to inventors, that the Commissioner of Patents has, in the "Rules of Practice," issued this general warning: "As the value of patents depends largely upon the careful preparation of the specification and claims, the assistance of a competent counsel will, in most cases, be of advantage to the applicant, but the value of their services will be propor-

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125. A successful scheme for paving alongside street-car tracks is needed. Repairs to the paving next the rails is one of the largest items of maintenance of way. The vibration due to the speed of the heavy cars shatters the edges of the pavement and the rain and weather do the rest.

126. Tables have been invented for ocean steamers that purport to maintain an equilibrium of the articles contained thereon. These have generally been constructed to swing or sway, but the movements have been so abrupt that they are not practical for the purpose, and the way is open for someone to devise a simple table of this character having an easy movement without jar or vibration.

127. An apparatus for aerial navigation. Great strides have been made in this art recently, and a number of partially successful devices have been

tionate to their skill and honesty, and too much care cannot be exercised in their selection."

### How to Send Money

In remitting to us always register letters containing money in the form of bills and fractional currency. Money orders, bank drafts, express orders, and personal checks are the safest methods of transmitting payments when letters are not registered. Never enclose remittances with models, as there is great risk of same being lost in transit. Make all checks payable to John Louis Waters & Co. If these suggestions are followed, the safe delivery of money to us is almost guaranteed.

### Danger in Delays

The inventor who has carefully read the foregoing pages can scarcely fail to realize that Delays in Patents Matters are often Dangerous as they *discourage* diligence on the part of the inventor and *encourage* diligence on the part of rival inventors or unscrupulous parties.

If you have conceived a new patentable idea you owe it to yourself and perhaps to those dependent upon you to **PROTECT THAT IDEA**. You should therefore arrange with us at once to take up your case and to see that you receive the fullest protection to which you may be entitled.



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invented. There is still room for improvement, however, and the value for war purposes of some machine which may be propelled through the air cannot be overestimated.

128. Government officials are studying constantly to devise rapid means for transporting the mail for the convenience of the public. A system by which letters, instead of being dropped into stationary boxes, can be placed into receptacles and carried by electricity or pneumatic power to the post-office should solve the problem.

129. Dispatching or block signaling on electric railroads is, strange to say, considerably behind the perfection reached on steam railroads, and questions connected with signaling or controlling the traffic at meeting points are among the most serious now engaging the attention of the man-



MR. MOORE'S PRIVATE OFFICE

**Has Never Been Better Treated**

Cincinnati, Ohio,  
427 E. Third Street,  
November 13, 1915.

Mr. David P. Moore, Gen. Mgr.,  
John Louis Waters & Company,  
Warder Building, Washington.

My Dear Mr. Moore:

In answer to your letters, in which you asked me to express my honest opinion of the service you have rendered me in the handling of my various patent matters, I must say in all sincerity that I have never been better treated by any other patent attorney throughout my experience as an inventor.

I consider one of the principal features of your service is the noticeable promptness with which you file applications in the Patent Office and prosecute the cases of your clients.

I consider the fact that I have placed three cases in your hands, and have recommended you far and wide, shows pretty well what I think of you.

I have other patent work which will be turned over to you in due time.

As you know, I have already sold State rights in two of the inventions you are handling for me, and I now have a promised deal on hand for the other.

Altogether, I am thoroughly pleased with what you have done for me, and I beg to remain always,

Your friend,

FRANK H. HOUGHLAND.



A VIEW OF OUR DRAFTING DEPARTMENT

## A Later Letter From Mr. Houghland

Cincinnati, Ohio,  
November 29, 1915.

John Louis Waters & Co.,  
Washington, D. C.

Gentlemen:

I have made arrangements with a good concern to manufacture Case No. 1 ON ROYALTY and also to connect with them.

Yours,  
F. H. HOUGHLAND.



## Says We Succeeded Where Others Failed

Amsterdam, N. Y.,  
57 Gray Street,  
November 6, 1915.

John Louis Waters & Co.

Dear Sirs:

I shall be pleased to recommend your firm to anyone desiring a patent. After two years having my Undergarment in two patent agents' hands and failed, you were successful, and am highly pleased in your methods of doing business. You have the privilege of using my name in your testimonial book. Wishing you success in the future.

Truly yours,  
AUGUSTUS BELOTTI.



A CORNER OF OUR CORRESPONDENCE AND RECORD DEPARTMENT

### Surprised at Strength and Breadth of Claims

Attention of David P. Moore, Esq.  
John Louis Waters & Co.,  
Washington, D. C.

Washington, D. C.,  
November 10, 1915.

Gentlemen:

It gives me great pleasure to hear that my case has at last been approved. I realize that it was a very difficult one, yet you seem to have brought it out with ease. Since you filed my case I have made a number of improvements.

I have recommended your firm to a number of persons and friends, and will continue to do so, for I think you to be thoroughly reliable, capable, and energetic in your efforts to serve your clients.

Knowing the kind of claims most of the patent attorneys get for their clients, I was surprised when I saw how strong and broad the claims of my case were.

I feel satisfied to state that no one will make a mistake by employing the firm of John Louis Waters & Co., of this city.

Yours very sincerely,

WILLIAM S. HART.



### How Our Clients Talk About Us to Others

Mr. Chas. R. Gantz,  
Baltimore, Md.

Mandeville, La.  
September 17, 1915.

Dear Sir:

Regarding yours of the 15th will say that the patent attorneys, John L. Waters, are O. K. in every way.

I thank them for referring to me, as I have reason to know that they will treat you white and right.

Respectfully yours,

J. D. WINTZ.

**Says Our Technical Work is of Highest Grade**

Belton, Texas,  
November 22, 1915.

To Whom It May Concern:

After having employed Messrs. John Louis Waters and Company, Patent Attorneys, of Washington, D. C., to prepare and prosecute before the United States Patent Office an application for patent, we take pleasure in stating that their services have been entirely satisfactory throughout our dealings with them.

We have found them prompt in the preparation of the application papers and drawings, their technical work in this connection being of the highest grade.

They were also prompt in filing our application in the Patent Office, and in the successful prosecution of the same.

Our application for patent was allowed in a reasonable length of time after the filing thereof, and we feel no hesitancy in recommending them as a thoroughly reliable and competent firm of patent attorneys.

Signed,  
**ECHOLS & ZINDLER.**  
Per E. B. ECHOLS.



September 17, 1915.

My dealings with John Louis Waters & Co., have been satisfactory. You will make no mistake in doing business with them. You will find it a pleasure.

**JOSEPH MARSHALL.**



agers of the inter-urban lines. There are two general ways of dealing with this problem, first by telegraphic dispatching, and second by electric block signals, automatic or otherwise. The possibility of using the tracks for signaling purpose on steam roads gives an immense advantage over electric roads in automatic signaling. The block system used on some electric railroads is not practically feasible by reason of the necessity of rail insulation in ground structures. On lines with dirt ballast and where one rail of the track cannot be spaced from the return circuit for the purpose of signaling, this plan is not available. The discovery of a simple and practical signaling device or mechanism for electric railroads will prove a source of material income to the successful inventor.

130. In connection with sea travel, another avenue to wealth is open to

## PART THREE

### Patents in Foreign Countries

THE United States Patent Laws apparently contemplate that an invention patented here is also worthy of protection abroad, in the principal countries at least. In many countries a Patent obtained after the invention is patented elsewhere is **invalid** and worthless. For this reason it is of **vital consequence** that Foreign Patents be **applied for** before the final Government fee, for the United States Patent, is paid into the Patent Office.

In many instances the foreign patents secured on inventions originally patented in this country have proven of equal or greater value than the United States Patents.

This is only natural when one considers that the population of the United States represents only a small portion of the world's population and that many inventions in demand here are just as much in demand in other countries.

If you value your idea you should fully protect it in every country in which it is at all likely to become successful.

Our laws provide a period of six months after your application is allowed at any time within which the final Government fee may be paid, thus enabling you to complete financial arrangements for the taking out of valid Foreign Patents. Your allowed United States application is held secret until the final Government fee is paid, so that **no one can apply in foreign countries ahead of you.**

For the convenience of inventors the countries foremost in importance are treated here and costs stated. If your United States Patent application required more than one sheet of

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inventors, for second only in importance to preventing collisions and accidents at sea is the loss of life which results from such accidents. While lifeboats of various construction and of more or less merit are now carried as part of the equipment of sea-going vessels, perfection in this line has by no means been reached, and there is an absolute demand for meritorious and practical improvements in this line. Any invention which will add to the present safeguards for ocean travelers should be successful financially, as well as a contribution to the cause of humanity.

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drawings, add \$10 for each sheet in excess of one, to the amount quoted for each country.

### Canada

Owing to the close proximity of Canada to the United States and the brisk and augmenting commercial intercourse between the two peoples, every inventor should avail himself of the great advantage to be gained by taking out a Canadian Patent.

Canada embraces the provinces of British Columbia, Nova Scotia, Prince Edward's Island, Manitoba, Ontario, New Brunswick, and the Northwest Territory, a vast domain greater in area than the United States.

The whole outlay required to secure a Canadian Patent is \$45, which includes the Government tax, agency, and all charges for the patent.

**Important.**—Unless you can file your application in Canada within three months from date of your United States Patent you should not fail to lodge a "Notice of Intention to Apply." Otherwise you can not stop anyone who commenced the manufacture of your invention in Canada before issuance of Patent there. For the preparation and filing of the Notice our charge is \$5. We would advise that you file application for Patent within three months from issue of United States Patent, and thereby save the cost of the notice. The sooner you file the better.

### England

The commercial importance of England is such that no intelligent person can fail to comprehend the momentous benefits to be realized from patenting a meritorious invention there. The English capitalist is quick to invest liberally, because he well knows the ready recognition of the skill of our inventors in all portions of the world.

An English Patent covers England, Scotland, Ireland, Wales, and the Isle of Man, aggregating a population of nearly 40,000,000.

The total cost is \$70 before issuance of United States Patent and \$80 after issuance thereof; which charges include the Government fee.

**Provisional protection** endures for six months, and may be obtained under the English Patent laws. Total cost, \$25. To file application complete after provisional protection and obtain Patent, \$50. Term, fourteen years.

### France and Colonies

**\$60.**—The term of a French patent is fifteen years, and includes Algeria, Senegal, French Soudan, Dahomey, French Congo, Madagascar, French Indo China, Martinique, Guadeloupe, French Guiana, New Caledonia, Tahiti, etc. Next to England in value to the patentee is France. Her manufacturers are enterprising and quick to appreciate and adopt inventions of American origin.

### Germany and Colonies

**\$70.**—The term of a German patent is fifteen years. German design patent, term three years, \$35; extension for three years longer, \$30. German patents include Germany, German East and South West Africa, Kameron and Togo Land, German Papua, Bismarck, Archipelago, Caroline Islands, Kiou-Chui, etc. Germany is progressive and is rapidly adopting and perfecting American methods.

### Belgium

The cost of a Belgian patent is \$40; term, twenty years, Belgium is the manufacturing center for a large part of Europe, and is one of the most desirable countries in which an American inventor can apply for patent protection.

**Denmark**, \$70; term, fifteen years.

**Norway**, \$70; term, fifteen years.

**Sweden**, \$70; term, fifteen years.

**Switzerland**, \$60; term, fifteen years.

**Portugal**, \$100; term, fifteen years.

**Spain**, \$65; term, twenty years.

**Italy**, \$65; term, fifteen years.

### Russia

The cost of a Russian patent is \$90; term, fifteen years. A valid patent can be obtained in Russia after the issue of the United States patent. The Russian Empire includes Russia, Poland and Siberia, and covers the enormous territory of 10,000,000 square miles. Its population is three times that of any European country. Russia is a continent in itself, and is one of the most prominent fields for American inventors.

**Hungary**, \$70; term, fifteen years.

**Austria**, \$70; term, fifteen years.

**Turkey**, \$100; term, fifteen years.

### Mexico

The cost of a Mexican patent is \$75; term, twenty years. America is now connected with all parts of Mexico by rail, and our commercial relations are therefore very close. Great progress has been made in Mexico of late and a great number of factories are located there. Patents on mining machinery are especially valuable.

### Asia

**India**, \$80; term, fourteen years.

The patent covers all of British India, including Burmah; population, 300,000,000. The application should be filed within one year of the issue of the United States patent.

**Ceylon**, \$175; term, fourteen years.

**Empire of China**, \$100.

**Japan**, \$100; term, fifteen years.

### Africa

**Cape Colony**, \$125; term, fourteen years.

**Natal**, \$100; term, fourteen years.

**Egypt**, \$125; term, same as applicant's United States Patent.

### Central America

**Honduras**, \$175; term, ten years.

**Nicaragua**, \$175; term five to ten years.

**Costa Rica**, \$225; term, same as United States Patent.

### West Indies

**Cuba**, \$90; term, seventeen years.

**Jamaica**, \$125.

**Trinidad**, \$140.

**Barbados**, \$100.

**Bahama Islands**, \$125.

### South America

**Brazil**, \$125; term, fifteen years.

**Argentine Republic**—Patents are granted for five, ten, and fifteen years; cost respectively, \$130, \$175, and \$280.

**Chili**, \$230; term, ten years.

**Peru**, \$280; term, ten years.

**United States of Columbia**—Patents are granted for five, ten, fifteen, and twenty years; cost respectively, \$140, \$190, \$240 and \$290.

### The Australian Commonwealth

The Australian colonies of Victoria, New South Wales, Queensland, South Australia, Tasmania, and West Australia have been formed into a commonwealth. One patent only is necessary now, where six formerly were required. The cost of the new Commonwealth patent, which is granted for fourteen years, is \$95. An inventor cannot afford to neglect to secure a patent in the Australian Commonwealth, as the country is progressive and rich. On account of the gold and copper mining industries the population is rapidly increasing. Coal, iron, tin and other mineral wealth abound. The production of wool is greater than that of any other country in the world. Immense tracts of land are being opened to cultivation and settlement. The increasing activity demands the introduction of inventions and labor-saving devices and systems of every character. The prosperity of Australia is evidenced by the fact that the standard of living and the consumption of commodities per capita are the highest in the world.

### New Zealand

The cost of a patent in New Zealand is \$50; term, fourteen years. The same progressiveness and commercial activity are apparent in New Zealand as in the Australian Commonwealth.

### Special Offer

American inventors, owing to special facilities afforded, take out more patents in Canada, England, Germany, France, and Belgium than any other countries. These five countries will secure to the inventor the exclusive monopoly of his invention among 145,000,000 of the most enterprising and progressive people of the world. When patents are ordered in all of these countries at the same time we make a special rate of \$265 for them, which, as will be noted, is a considerable reduction from the rates quoted for these countries separately.

### Combination Rates

By special arrangements with our foreign agents, we are able to offer reduced rates when applications in two or more countries are filed at the same time. The following groups of countries have been specially selected with a view of reducing the total cost to the minimum, and a comparison of the charges named with those for the same countries singly will show the saving to the applicant:

Great Britain, France, Belgium and Canada.....	\$195
France, Italy and Belgium.....	145
Germany, Austria and Hungary.....	190
Great Britain, Germany, France and Canada.....	225
Sweden, Norway and Denmark.....	190
Brazil and Mexico.....	180
Canada and Mexico.....	100

The charges quoted in the above list include the total cost of securing patents in the respective countries. We wish to state with emphasis that the figures quoted include all costs, without any extra charge whatever for securing the foreign patents, including our fee, Government fees, drawings, etc. We make this statement because our charges are considerably lower than those asked by others, and our clients are continually asking us if our fees cover the total cost for foreign patents.

### General Instructions

Select the country or countries in which you want a patent, and remit \$5 for each country named. We will then send you application papers for approval and execution, according to the schedule of prices; or, if you prefer, send the full amount in the first remittance.

An important exception to the rule that Foreign Patents must be applied for before issue of United States Patent, occurs when the United States Patent has issued early enough to admit of the filing of foreign cases **within twelve months of the date of filing of the United States case.**

Also, issue of a Foreign Patent before applying in the United States will not invalidate United States Patent if application is filed **within twelve months from date on which foreign application was filed.**

### Trade-Marks in Foreign Countries

Trade-marks can be registered in foreign countries having treaties with the United States. The total cost of procuring trade-marks in foreign countries is as follows:

Great Britain.....	\$30.00
Germany.....	30.00
France.....	25.00
Austria.....	30.00
Russia.....	40.00
Italy.....	35.00
Spain.....	30.00
Belgium.....	30.00
Norway.....	35.00
Sweden.....	35.00
Denmark.....	35.00
Switzerland.....	25.00
Canada.....	40.00

**Says We Have Given Him a Strong Legal Patent**

John Louis Waters &amp; Co.

Gentlemen:

I am in receipt of U. S. Patent No. 1,147,943 which you obtained for me on Faucet. Am much pleased with the way you have drawn up the claims on the invention and think you have given me a strong legal patent.

Thanking you for the work you have done in getting this, I am,

Very truly yours,

CHAS. M. HOFFMAN.

**The Orange Judd Co. Recommends Us to a Subscriber**

Waters &amp; Company,

4289 Warder Bldg., Washington, D. C.

Gentlemen:

We have given your address to Mr. Chester Guild, 4th, R. F. D. No. 3, Concord, N. H., who wanted to know the address of a Patent Attorney.

I suggest that you get in touch with him and give him particulars of your service.

He is a subscriber to the New England Homestead.

Very truly yours,

ORANGE JUDD COMPANY.

THOS. A. BARRETT,

Manager in New York.

TAB-T

**Praises Our Promptness**Messrs. John Louis Waters & Co.,  
Washington, D. C.

November 10, 1915.

Gentlemen:

I am pleased to receive the receipt from the Patent Office and the serial number on my last invention.

And I wish to express my gratitude to you for your thorough and prompt work, and to also add that during my thirty years of experience as an inventor I have never received my serial number so quickly after application.

Yours very truly,

E. J. BENEDICT,

2653 Olive St.,

St. Louis, Mo.



Lowell, Mass.,

November 16, 1915.

Messrs. John Louis Waters & Co., Patent Attorneys,  
Warder Bldg., Washington, D. C.

My Dear Sirs:

I wrote you some time ago expressing my hearty approval of the service you rendered me in securing patent on my Aerial Toy.

I now want to thank you for having also secured the allowance of application for patent on my second invention placed in your hands.

You surely deserve praise for your good work. I never lose sight of an opportunity to speak a good word for your firm.

Wishing you continued success, I am,

Cordially yours,

JOAO TOSTA.

**Could Not Ask for Better Treatment From His Own Brother**

John Louis Waters & Co., Patent Attorneys,  
Washington, D. C.

Jesup, Iowa,  
November 19, 1915.

Dear Sirs:

I find it hard for me to express in words the deep feeling of gratitude and thanks for the business courtesy and very evident friendship you have shown me in the handling of my application for patent.

From the start you have been prompt in every stage of my case.

During my long period of illness you kept me duly informed as to the condition of my case, and promptly prosecuted the same.

You can hardly realize how much I appreciate this. Your treatment of me has made me feel as though I had been doing business with you for years, and in reality it is not yet one whole year.

Needless to say I was delighted to receive the official notice of allowance which you sent me a short while ago.

You may rest assured, Gentlemen, that all my future patent business will be placed in your hands, as I could not ask for better treatment from my own brother.

Gratefully yours,

MAT. JNO. FROST.

**Gratifying to Have Placed Case in Our Hands**

John Louis Waters & Co.,  
Washington, D. C.

Tellico Plains, Tenn.,  
November 19, 1915.

Gentlemen:

Your favor of October 29th, enclosing notice of allowance in the matter of my Saw Setting Tool, which was filed August 9, 1915, and allowed October 27, 1915, just one month and eighteen days from the date of filing, has been received.

It is certainly gratifying to me to have placed my case in your hands, and I feel that any person desiring the services of competent and courteous attorneys cannot make a mistake in sending their work to you.

I shall be pleased to recommend you to any of my friends, and you may rest assured that any future work that I may have will be sent to you.

Yours very truly,

JOHN M. MURPHY.



Fall River, Mass.,  
34 Concord Street,  
November 16, 1915.

Messrs. John Louis Waters & Co., Patent Attorneys,  
Washington, D. C.

Dear Sirs:

In answer to your letter will say that I am perfectly satisfied with everything you have done for me in the handling of all of my cases.

In the matter of my Picker Stick Check Device, you will recall that the patent was issued to me on October 5th.

In the other two cases I appreciate the fact that you are doing your best, and I know that if it is possible to secure patents you will do so.

I hope to do a lot more business with you in the future.

Cordially yours,

JOSEPH F. VAILLANCOURT.

## PART FOUR

### How We Can Serve You

**W**E CANNOT urge upon you too strongly the care you should exercise in selecting your patent attorney.

In fact, the Commissioner of Patents himself in the official book, "Rules of Practices in the United States Patent Office," advises inventors as follows: "To employ a competent attorney, as the value of patents depends largely upon the skillful preparation of the specification and claims."

In order for an inventor to secure the fullest protection warranted by the novelty of his invention it is absolutely essential that his interests, in the procurement of a patent, have the personal care and attention of a skilled patent attorney, for otherwise, though no difficulty be experienced in obtaining the patent, sooner or later, and just at a time when success seems to be in his grasp, the discovery is apt to be made that his patent, upon which he has depended to bring him financial profit, is so unnecessarily limited and restricted in the protection it affords that it is practically worthless and he finds that his time, money, and labor have been wasted.

With the inventor the incentive of his efforts is financial remuneration as a dividend on his genius. It is a practical business proposition with him, with financial gain as the goal, or he would not devote his time nor his money to the business. Therefore, let us say, that a patent attorney with professional standing occupies as important a position with respect to an inventor as steam to a locomotive. Without the assistance of a competent patent attorney the genius of the inventor is often rendered valueless. Without steam the value of the locomotive as an aid to transportation is nil.

Our qualifications and professional standing as patent attorneys are universally recognized, and therefore we feel justified in soliciting the business of inventors and such others as may desire skillful and capable service in patent matters of any nature whatsoever. We will gladly furnish on request from you the names of clients for whom we have handled patent business and who, in every case, have nothing but the highest praise for our methods.

#### Registered Patent Attorneys

We deem it important to inform those contemplating entering into business relations with us that EACH OF THE IN-

## DIVIDUAL MEMBERS OF OUR FIRM IS A REGISTERED PATENT ATTORNEY IN GOOD STANDING.

Our member in charge of legal work such as infringements and other matters coming within the jurisdiction of the courts is a member of the Supreme Court and Court of Appeals of the District of Columbia.

Thus all patent and legal matters entrusted to us are handled personally by, or under the direct personal supervision of, individual members of our firm who are technically and professionally competent in their respective lines.

Ours is a completely organized staff of experts in their respective lines who are thoroughly capable of handling in a most efficient manner the important work of our clients which is entrusted to them.

The following departments make up our efficient business organization:

Search Department, through which all searches of patent office records pertaining to patents, trade-marks, etc., are properly made and reported to the proper parties for final review and opinion as to the probable patentability or registrability of the respective matter.

Correspondence and Research Department, which handles the entire volume of correspondence from inventors, clients, manufacturers, investors, the United States Patent Office and others. It is the aim of this department to answer promptly all correspondence on the day it is received in our office.

Specification Department.—Upon the shoulders of this important department falls the grave responsibility of preparing the necessary application papers, including the specifications and claims in connection with every case which goes through our offices. This may call for papers covering a simple device such as an improved clothes pin or a complicated mechanical structure such as an automatic train controlling device or a new system of wireless telegraphy.

Drafting Department.—In this department all of the Official Patent Office drawings required in our various cases are prepared by skilled draftsmen whose long association with patent attorneys and knowledge of the necessary requirements as prescribed by the Patent Office, equips them to properly illustrate the necessary and salient features of each invention.

Legal Department.—To this department are referred all legal questions and matters within the jurisdiction of the courts such as infringement, damage, and breach of contract suits, etc. It also handles the preparation of legal documents, contracts, etc., as may be needed by our clients.

Foreign Patent Department.—All matters pertaining to the preparation and prosecution of patent and trade-mark cases in the foreign countries are handled through this department in conjunction with our agencies in the capitals of the various important countries. As the proper protection of the rights of our clients often depends upon the securing of valid foreign patents this branch of our work is given special attention.

Filing and Record Department.—The work of this department is of the utmost importance as upon it depends the proper filing and recording in **our** office, of all correspondence, drawings, models, and data pertaining to the inventions of our clients and others and the filing at the proper time in the Patent Office of application papers, amendments and all other papers connected with our client's cases.

This department, by a clever system, keeps a close watch on the progress of every case and keeps the client warned of possible pending abandonment or lapse of his case.

When you employ John Louis Waters & Company you have at your disposal the services of our entire organization if necessary in the proper handling of your case, whether the amount involved be large or small.

### Our Methods

A patent attorney to properly serve his clients must see that the methods he employs in his practice are above reproach and in accordance with the Rules of Practice prescribed by the United States Patent Office.

We openly invite the closest investigation of the methods employed by us in every branch of our practice. If you have friends in Washington ask them to call upon us—have your Congressman or Senator investigate our references—or you may write to any of our clients whose names appear herein, in which case we advise that you enclose a stamped envelope for their reply.

We solicit the handling of your patent interests because we believe we are as well if not better equipped to faithfully serve you than others who must resort to flagrant, sensational methods to get business and who have no real interest in the securing of really protective patents or in the possible future success of their clients.

### Our Charges and Terms

In the case of every invention which after a careful search we report in our opinion patentable we invariably quote the com-

plete cost of securing a patent, including all government fees and our fees in full.

There are no "extras" to be paid for later. On the contrary the inventor is advised just how much he must expend to secure a patent, and there are no misunderstandings or future disagreements in regard to our charges.

It has frequently been remarked upon that, despite the exceptionally high-grade of our service and the excellent results we have secured for a large percentage of our clients, our charges are no higher than, and in many cases not as high as, those of other attorneys rendering much inferior service.

In this connection it is well to remark that the price charged by an attorney in no way indicates the quality, strength and value of the patents he secures, unless they be so low as to prevent him from rendering a high grade of service and from employing competent assistants.

Our charges are as low as is consistent with the very best grade of professional and technical service, and no attorney, even though his charges be double our own, could possibly render more efficient and valuable service.

### Our Credit System

Needless to say our Credit System for the payment of our fees has proved a boon to many an inventor who would otherwise be held back and prevented from protecting his rights because of temporary or permanent financial embarrassment. Any client of our firm has the privilege at any time of placing one or more cases in our hands for preparation and prosecution under the terms of our Credit System, knowing that upon our receipt of his first payment the application papers in his case will be prepared just as promptly and with the same care and skill as though he had paid us every penny cash in advance.

We combine the very highest grade of really efficient service with terms of payment which enable inventors in reduced financial circumstances to secure the probable benefits of our superior knowledge instead of being forced to employ a cheap, incompetent attorney whose patent, even if he secured one, would probably be worthless.

Cheap patent work never pays the inventor any more than it pays to employ a cheap doctor, dentist or other professional man. Good work of any kind costs more because it is worth more.

## Our Clients Recommend Us

Our most valuable asset is the good will of our ever-increasing list of satisfied clients who are continually recommending us to their friends and inventors in general.

A generous proportion of our growing practice is procured through the recommendations and praises of our clients.

Mr. Harry Verwer, of Oakland, Cal., remarked in one of his letters, "I placed my case with you because everyone out here who knows you is a booster for you."

Scarcely a day passes that does not bring one or more letters from inventors who want to place their work with us because "so-and-so" spoke so highly of the work we did for him.

To more fully realize just what our clients think read the letters from some of them which we print herein.

## Patents and "Patents"

There are any number of inventors who think that a patent is a patent under any circumstances as long as it bears the ribbon and seal of the Patent Office.

But there are GOOD PATENTS which properly cover and fully protect the invention and WORTHLESS PATENTS which do not.

We have won the enviable reputation of striving to the utmost in every case we handle to secure the allowance of the broadest claims which will secure to our client the fullest possible protection.

It has been our persistence in the prosecution of cases which has enabled us to win where other attorneys have failed and which has caused inventors to place cases in our hands after having dealt with other attorneys for years.

You don't merely want a "patent"—you want a protective patent which covers every patentable detail of your invention and which you will not feel ashamed to submit for the consideration of any manufacturer or expert in the land.

Let us secure your patent and you will be assured of the broadest possible protection.

## We Are Noted for Our Promptness

Promptness on the part of the inventor is of little or no avail unless it is linked with equal promptness on the part of his attorney in the preparation, filing and prosecution of his case.

Mr. E. J. Benedict, of St. Louis, Mo., remarked in a letter acknowledging receipt of filing by us of his application, "During

my thirty years' experience as an inventor I have never received my serial number so quickly after application."

In many cases where an early allowance is especially requested by the client we will respond to an official action the day it is received by us—or where the occasion demands we interview the Examiner personally and in this way have either hastened allowances or have secured allowances which out-of-town attorneys might have lost or delayed. We can properly prepare your application papers and have them on file in the Patent Office in less time than it would take some attorneys to fully grasp your invention.

If you appreciate the importance of promptness in Patent matters, you should place your business in the hands of attorneys who are noted for their promptness as we are.

In this connection, inventors will save much valuable time and materially hasten the preparation of their cases if in sending a sketch, model or photograph to us for search and opinion they will at the same time send an initial payment of not less than \$10.

This will insure that the application papers will be prepared immediately upon the invention being found, in our opinion, patentable.

### **Coming to Washington**

Inventors and others having business before the United States Patent Office are cordially invited to come to Washington and interview us personally in regard to their patent matters. Thus they are at perfect liberty to make our offices their headquarters for the receiving and answering of mail, and our close proximity to the Patent Office should prove a decided convenience.

### **How To Send Models, Etc.**

In sending sketches or drawings to be searched, we advise that you wrap them securely and send by Registered Mail, especially if remittance of any amount accompanies them. Send models by insured Express or Parcel Post.

Do not send letters or remittances wrapped with models, but be sure to label models inside of the wrapping with your name and address.

All sketches, models, photographs or other data are properly dated and marked for identification on reaching our office.

### **Keeping in Touch with Manufacturers**

It is part of our service to our clients in general to keep constantly in touch with manufacturers in various lines, who are most likely to be in the market for the purchase of manufacturing rights to new patented inventions of merit.

All correspondence from manufacturers is classified and their names comprise our general lists of patent buyers.

We will appreciate being sent the names and addresses of any firms or individuals interested in the purchase of patents and guarantee to heartily cooperate with them in arranging for the purchase of patents from our clients.

### Refer Your Friends To Us

No doubt among your friends or acquaintances there is at least one, who to your knowledge is interested in perfecting or patenting a new invention.

Send us the names and addresses of any such parties and we will at once offer our services and help in the handling of their patent matters. For every person, not already our client, who is influenced by you to apply for a patent through us, we will in recognition of your services to us send you a check on our bank and payable to your order for the sum of \$5.

Our check will be sent you as soon as the party referred by you has paid our Attorney's Fee, the Government Filing Fee, and the Cost of Official Drawings.

If you have a wide acquaintance among inventors you may in this way secure enough to entirely cover the cost of patent on one of your own inventions.

### A Final Word

In closing, the most important thing we can say is but a repetition—"Delays in Patent Matters Are often Dangerous," and we cannot impress upon you too strongly the importance of sending us a sketch, model, or photograph of your invention at once.

We will immediately search the Patent Office Records and will advise you promptly whether or not in our opinion your invention is patentable—if so, we can then proceed with the preparation and prosecution of your case on receipt of instructions from you.

Keep this book and read it often—refer to it—and may this mark but the beginning of a long business relationship which we shall do our best to make mutually agreeable and satisfactory.

**JOHN LOUIS WATERS & CO.**  
**PATENT ATTORNEYS**

**Warder Building**

**Washington, D. C.**

**"Across the Street from the Patent Office."**

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## *Notice to Manufacturers*

Manufacturers in all lines who desire to purchase U. S. or Foreign Patent Rights to inventions of merit are urged to write us specifying the line or lines in which they wish to acquire manufacturing rights.

Many valuable patents on practical ideas are issued through our offices, and we desire to assist our clients to the utmost in disposing of their patent rights to reputable manufacturing concerns who will promote them in the most able manner.

We make no charge for the services of our experts in cooperating with manufacturers who desire to consider for purchase or lease the patent rights of our clients.

Write us your wants.

**JOHN LOUIS WATERS & COMPANY**

**Patent Attorneys**

Warder Building

Washington, D. C.

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### PART III

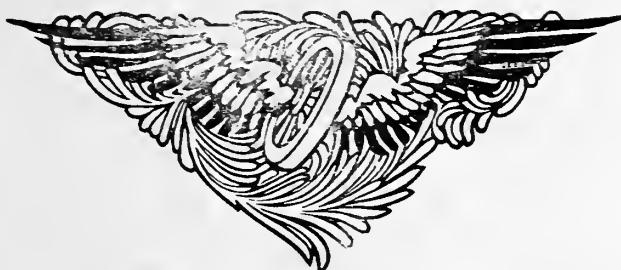
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